

PROGRAM OUTCOMES: MBA (CORE)

- PO 1.** Understand Business Management holistically.
- PO 2.** Apply knowledge of management theories and practices to solve business problems.
- PO 3.** Foster Analytical and critical thinking abilities for data-based decision making.
- PO 4.** Ability to develop Value based Leadership ability.
- PO 5.** Ability to understand, analyze and communicate global, economic, legal and ethical aspects of business.
- PO 6.** Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to team environment.
- PO 7.** Nurture entrepreneurial skills and capabilities.
- PO 8.** Develop awareness related to social as well as environmental issues.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Accounting for Managers****Session: Jul-Dec****Class: MBA - I Sem**

I: Objective of course: The objective of this course is to acquaint the students with the basic concept of financial, cost, and management accounting and further to develop understanding of accounting for managers for decision making.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five practical/numerical problem(s), out of which a candidate is required to attempt any three. These questions would require the candidates to take decision on management problems considering quantitative and non-quantitative factors both and to defend their decisions. Relevant data leading to simple calculations for arriving at relevant figures will be given to them.

III: Course Outcomes (CO):

- CO1 Acquaintance with the basic concept of Financial, Cost, and Management Accounting.
- CO2 Preparation of financial statements in accordance with Generally Accepted Accounting Principles
- CO3 Develop critical thinking skills to analyze financial data as well as the effects of differing financial accounting methods on the financial statements
- CO4 Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3	2		3	2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I FINANCIAL ACCOUNTING				
1	1	Basic of accounting and book keeping	Introduction to Accounting, Book Keeping, Basic Accounting Concepts & Fundamental Conventions.	B.N. 1
CO: 1				
LO: Describe the conceptual framework of accounting				
2	2	Concepts of double entry system, basic knowledge of accounting process (journal)	Journal and Types of Entries	B.N.2
3			Ledger ,-Practical Questions	B.N.2
4			Trial Balance-Practical Questions	B.N.2
5			Rectification Errors	B.N.1
CO: 1				
LO: Understand the accounting concepts, principles, standards, and processes. Identify events that need to be recorded in the accounting records.				
6	3	Bank reconciliation statement	Concept of BRS	B.N.1
7			Numerical Questions	B.N.2
CO: 3				
LO: Understand and reconcile cash books and passbook statements.				
8	4	Depreciation	Depreciation and its importance in Decision making	B.N.2
9			SLM and WDV Method-Practical questions	B.N.2
10			Change in Method of Depreciation	B.N.2
CO: 3				
LO: Compare different depreciation methods, including straight-line methods, and written down value method.				
11	5	Preparation of final accounts with adjustments	Theory of Final Accounts.	B.N.1
12			Adjustment Entries	B.N.1
13			Practical Questions	B.N.1
14			Presentation	
		Assignment- Based on Numericals / Case Studies		
CO: 2, 3				
LO: Demonstrate the recording of business transactions, preparing accounting adjustments, construct financial statements, and close the books for the accounting period in accordance with Generally Accepted Accounting				

Standards.				
	PART-II COST ACCOUNTING			
15	1	Basic of Cost accounting	Need for Cost Information, Cost Objective Elements of Cost & Classification of Costs.	B.N. 9
CO: 1				
LO: Understand the cost concepts and classifications				
16	2	Costing methods	Unit Costing	B.N. 9
17			Batch Costing, Job Order Costing	B.N. 9
18			Contract Costing	B.N. 9
19			Practical Questions	B.N. 9
20			Process Costing	B.N. 9
21			Practical Questions	B.N. 9
22			Joint Product Cost and By-Product Cost	B.N. 9
CO: 3				
LO: demonstrate various types of costing techniques and its financial implication for organization				
23	3	Cost control and cost reduction	Cost Control, Cost Reduction	B.N. 9
24			Target Costing and Activity Based Costing	B.N. 9
		Assignment- Based on Numericals /Case Studies		
CO: 3				
LO: Understand importance of Cost control techniques.				
		PART-III MANAGEMENT ACCOUNTING		
25	1	Introduction to Management Accounting	Basic Management Accounting Concepts, Relationship With Financial Accounting & Cost Accounting	B.N. 10
CO: 1				
LO: Understanding of basic management accounting concepts and its relation with financial accounting and cost accounting is introduced.				
26	2	CVP analysis	Break Even Analysis, Contribution Analysis & Segment Contribution & There use in profit Planning.	B.N. 10
27			BEP Analysis-Practical Questions	B.N. 10
CO: 3				
LO: Understand the concepts of Break even analysis and CVP analysis and its implication in profit planning of				

organization				
28	3	Standard costing	Standard Costing & Variance Analysis – Material variance	B.N. 10
29			Labour and Overhead Variance	B.N. 10
30			Sales Volume Variance Margin & Profit Variance , use of there Variances	B.N. 10
CO: 3				
LO: Acquainted with concepts of Standard costing and various types of variances and their uses.				
31	4	Marginal Costing	Managerial Decision making through Accounting Information	B.N. 10
32	5		Presentation	
		Assignment- Based on Numericals/Case Studies		
CO: 3,4				
LO: Understand to utilise accounting information for managerial decision making.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. P.C. Tulsian, Financial Accounting, Pearson, 2008
2. S.N. Maheshwari, Introduction to Accountancy, New Delhi, Vikas Publishing House, 10th Edition, 2009
3. Hansen, Management Accounting, 7th edition Cengage Learning, India
4. N. Ramchandran and Ramkumar Kakani, Financial Accounting for Management, New Delhi, Tata-Mac Graw-Hill, 2nd Edition, 2008.
5. Paresh Shah, Basic Financial Accounting for Management, New Delhi, Oxford University Press, 2008.
6. Anthony Robert N., Hawkins David F., Merchant Kenneth N., Accounting Text and Cases, Tata McGraw Hill Publication, New Delhi, 12th Edition, 2007.
7. O.S. Gupta and Pankaj Kothari, Accounting for Managers, New Delhi, Frank Bros. & Co., Reprint, 2007.
8. Banerjee, Financial Accounting, PHI, 2009.
9. M.N. Arora, Cost Accounting: Principle & Practices, 10th edition, Vikas Publishing House, 2007
10. Ravi M. Kishore, Cost and Management Accounting, 3rd edition, Taxman's
11. Paresh Shah, Management Accounting, 1 st edition , Oxford University Press, 2008.
12. John Wild, Financial Accounting Information for Decisions, New Delhi, Tata-MacGraw-Hill, 2008
13. James Jiambalvo, Managerial Accounting, Wiley India, 2nd Edition, 2007.
14. S.N. Maheshwari and S. K. Maheshwari, A Text Book of Accounting for Management, New Delhi, Vikas Publishing House, 10th Edition, 2009
15. Louderback, Managerial Accounting 10th edition, Cengage Learning, India
16. S.K. Bhattacharyya, Accounting for Managers, Reprint 2009, Vikas Publishing House Pvt. Ltd.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Accounting for Managers			
MBA I Sem			
Goal : Students develop the ability to prepare and analyze increasingly complex financial statements. Topics include an overview of corporate financial reporting, transaction analysis, and accounting entries; double-entry accounting systems; merchandising and inventory; internal control, cash, and receivables; long-lived assets and current liabilities; financial reporting concepts and accounting for partnerships; corporations; long-term liabilities; cash flow statement; investments; and financial statements analysis.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Business Communication****Session: Jul-Dec****Class: MBA (FT) I Sem****I: Course Objective:**

The objective of the course is to help the students to acquire the basics of interpersonal communication, corporate communication and soft skills, so as to improve their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.

II: Examination

The semester examination will carry 80 marks .The faculty member will award internal marks out of 20.

III: Course Outcomes (CO):

CO1. Understand the basics of Business communication and corporate communication.

CO2. Develop interpersonal skills that contribute to effective and satisfying personal, social and professional relationships.

CO3. Learn skills related with personality development as per the requirement of the corporate world.

CO4. Understand and demonstrate the use of basic and advanced proper writing techniques that today's technology demands, including anticipating audience reaction.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2	3		2	
CO 2		1		3			3	
CO 3		2	1		1	3	3	
CO 4					3		2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Basics of Communication	Defining Communication. Distinguishing between Business Communication and General Communication.	B.N.2/B.3
2			Types of communication	B.N.2/B.N.3
3			Process of Communication explained through various Models; 7 C's of Communication, Importance of Feedback.	B.N.2/B.N. 3
4			Purpose of Organizational Communication.	B.N.2/B.N. 3
5			Introduction to corporate Communication	B.N.2/B.N. 3
6			Role Play	
A-1. First assignment, submission within 3 days				
CO: 1				
LO: It develops understanding among the students about effective communication in the context of organizational challenges.				
7	2	Communication Network	Introduction & Basics	B.N.3/B.N.11
8			Channels of Communication - Formal : Upward	B.N.3/B.N.11
9			Channels of Communication - Downward, Lateral.	B.N.3/ B.N.11
10			Informal Communication: Grapevine; Advantages and Disadvantages.	B.N.2/B.N.3/B. N.11
11			Comparing Formal and Informal Channels for Communication Situations.	B.N.2/B.N.3/B. N.11
12			Principles of Effective Communication. Verbal Communication using words, addition and obsolescence of words from the dictionary, Language as a tool for Communication.	B.N.3/B.N.11
13			Non-Verbal Communication: Importance of non-verbal communication, Kinesics, Proxemics, Paralanguage.	B.N.2/B.N.3/B. N.11
14			Cultural differences in Non-Verbal Behavior. With Example and live cases	B.N.11
Assignment Submission				

CO: 1,2				
LO: It will aware students about verbal and non- verbal communication and enhances communicative ability.				
15	3	Factors affecting Communication	Barriers to Effective Communication and ways to overcome them.	B.N.2/B.N.3
16			Discussing other Barriers to Effective Communication	B.N.2/B.N.3/B.N.11
17			Listening : Importance of Listening ,Types of Listening Barriers to Listening and overcoming them .Listening situations, Developing Listening Skills.	B.N.2/B.N.3/B.N.11
18			Understanding Communication through Transactional Analysis.	www.ericberne.com
19			Case Study Discussion	B.N.3
CO: 2				
LO: It will develop listening attitude among the students and how to overcome from barriers of communication.				
20	4	Business Writing	Basic patterns of business letters.	B.N.2/B.N.3/B.N.11
21			Cover letters, Sales and Credit letters, Applications, etc..	B.N.2/B.N.3/B.N.11
22			Directness in good news and neutral situations. Indirectness in bad news and persuasive messages. Choosing appropriate channels and media for effective Communication.	B.N.2
23			Practice Session	
A-3. Group assignment, Submission within 5 days				
CO: 4				
LO: It develops the skills to write professional letters.				
24	5	Office Management	Writing the perfect resume; tailoring the content to suit the requirements.	B.N.2
25			E-mails, Memos and Circulars. Writing Reports and Proposals.	B.N.2
26			Practicing Resume Writing	B.N.2
Assignment Submission				
CO: 4				
LO: It enhances skills of preparing effective resume, memos, circulars, and reports.				
27	6	Presentation Strategies	Preparing for Presentations	B.N.2
28			Conducting Class Presentations	B.N.2
29			Interviewing and being interviewed.	B.N.2
30			Group Discussions	B.N.2
31			Speeches and Public Speaking	B.N.2
32			Comprehension skills based on reading	B.N.2

			and listening using audio- visual media	
A-5. Class test				
CO: 3,4				
LO: It enables the student about their presentation skill , group discussion and time management				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book references:

1. Penrose, **Business Communication for Managers**, 5th edition, Cengage Learning, India
2. P.D. Chaturvedi, **Business Communication Concepts Cases & Applications**, First Edition Pearson Education.
3. Debashish& Das **Business Communication**, PHI, 2009
4. Krizan, **Effective Business Communication** 7th edition. Cengage Learning, India.
5. Courtland L. Bovee, **Techniques of Writing Business Letters, Memos and Reports** Jaico Publishing House ,2008
6. Asha Kaul, **Business Communication**, 2nd edition, 2009, PHI Learning
7. Courtland L. Bovee **Business Communication Today**, 9th edition, 2008
8. Urmila Rai & S.M. Rai, **Business Communication**, 2008, Himalaya Publishing House
9. Madhukar **Business Communication**, Vikas Publishing House, 2008
10. Sushil Bahl, **Business Communication Today**, Response Books, Reprint 2009
11. Meenakshi Raman& Prakash Singh **Business Communication**, Oxford Higher Education, 2006

VII: Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation activity like Role play, Group discussion, etc. carries 4 marks.
4. Class presentation constitutes 4 marks for each student either in group or as individual.
5. Assignment submission of case study analysis carries 4 marks.
6. Group discussions to be organized fortnightly and 4 marks to be allotted.
7. One internal test to be conducted after the syllabus completion will carry 4 marks.

VIII Rubric for Internal Assessment			
Subject: Business Communication			
MBA I Sem			
Goal : This course provides students with the knowledge and skills to communicate professionally on many levels including writing; speaking; conducting meetings; giving presentations and interpersonal skills.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having basics of interpersonal communication, corporate communication, soft skills, communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.	% Students having basics of interpersonal communication, corporate communication and soft skills.	% Students having understanding about management functions.	% Students having need of improvement at their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: Business Environment

Session: July - Dec

Class: M.B.A. I Sem

I: Objectives of course: To familiarize the students with the business environment prevailing in India and in the world to help them understand its implications to business

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

CO 1: Analyze the environment of a business from the legal & regulatory, macroeconomic, cultural, political, technological and natural perspectives.

CO 2: Familiarize the students with the business environment prevailing in India and in the world.

CO 3: Assess the impact of International Trade on Indian economy.

CO 4: Provide the understanding of ethical principles of corporate governance and the nature of their enforcement.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1				3			3
CO 2	1				3			3
CO 3		2			3			
CO 4	3	2		3	3			2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	1	Business Environment	Business Environment Components and Significance of Business Environment	B.N.1 & B.N. 3
2			Factors effecting environment of Business, Economic factors and its Components	B.N.1 & B.N. 3
3			Cultural factors and its impact on business, Social Environment and its impact on Purchasing and Consumption	B.N.1 & B.N. 3
4			Political Stability, Sovereignty and its impact on the returns of Business,	B.N.1 & B.N. 3
5			Technological and its impact on internationalizing the business activities, Legal environment and External Factors Influencing Business Environment	B.N.1 & B.N. 3
6			Dimensions of International Business Environment, Challenges	B.N.1 & B.N. 3
7			Case Study: Lucent in the Era of Economic Reforms	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO: 1				
LO: It creates awareness among the students about Business Environment and its Components.				
8	2	Economic Planning & Development	Indian Economic Systems-Economic planning with special reference to last three plans, public, private joint and cooperative sectors	B.N.1 & B.N. 3
9			Industrial Policy of the Government Latest Industrial Policy,	B.N.1 & B.N. 3
10			Foreign Trade Policy	B.N.1 & B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
11			Fiscal Policy and Tax System in India	B.N.1 & B.N. 3
12			Monetary Policy and Banks Reforms in India,	B.N.1 & B.N. 3
13			Challenges of Indian Economy, Rural Development Efforts, India as one of the most prominently emerging economies of world,	B.N.1 & B.N. 3
14			Case Study: Mahindra and Mahindra	B.N.1& B.N. 3
A-2 Second Assignment Submission within 3 Days				
CO: 2				
LO: It develops the knowledge of economic planning and development. The Student will be able to understand the different policies of government.				
15	3	India and round the world	Liberalization and Privatization in India, Impact of Globalization in India	B.N.1 & B.N. 3
16			India's Export and Imports, Private and Public Sector in India. Multinational enterprises in India	B.N.1 & B.N. 3
17			Foreign Direct Investment in India, NGO sector in India	B.N.1& B.N. 3
18			Case Study: Global Expansion Strategy of Indian Firms in China	B.N.1& B.N. 3
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO: It creates awareness among the students about Indian and Global Business Scenario.				
19		International Trade	Concept of Balance of Payment, Causes of Disequilibrium in BOP	B.N 2
20			Methods of Correcting Disequilibrium in BOP	B.N 2
21			Free Trade V/S Protectionism, Tariff &Non Tariff Barriers, Types and Strategies	B.N 2 & B.N. 5

Lecture No.	Unit No.	Topic	Sub-topic	Reference
22	4	World Financial Environment	Foreign Exchange Market Mechanism	B.N 2
23			Exchange Rate Determinant and Euro Currency	B.N 2
24			Case Study: Finolex’s Focus on Exports	B.N 6
A-4 Fourth Assignment Submission within 3 Days				
CO: 2				
LO: It develops the knowledge about International Trade. Student will be able to use such knowledge on a broader perspective.				
25	5	Strategies for Going Global WTO	International Economic Integration (Regional Groupings)	B.N 2 & B.N. 5
26			Country Evaluation & Selection Process, Foreign Market Entry Methods	B.N 2
27			International Trading Blocks	B.N 4
28			Origin, Objectives, Organization Structure and Functioning, WTO & India	B.N 1 & 3
29			Case Study: Soft Core Consultancy Services	B.N 6
A-5 Fifth Assignment Submission within 3 Days				
CO: 2, 4				
LO: It enhances the knowledge of International Economic Integration and WTO among the students.				
30	6	Theory of Demand, Firms & Market Structure	Law of Demand Function, Income & Substitution Effects, Revealed Preference Approach and Demand Forecasting	B.N 5
31			Theory of Profit & Sales Maximization, Organizational Slack, Ownership & Control	B.N 5
32		Market Structure	Monopoly, Oligopoly and Non-price Competition Case- Is Coca Cola in ‘Perfect’ Business	B.N 5
A-6 Sixth Assignment Submission within 3 Days				
CO: 3				
LO: It develops an understanding of the Students about Theory of Demand, Firms & Market Structure.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book

1. Francis Cherunilam; **Business Environment- Text & Cases**, Himalaya Publishing House- 2008.
2. Francis Cherunilam; **International Business Environment- Text & Cases**, Himalaya Publishing House- 2009.
3. K. Aswathappa; **Essentials of Business Environment**, Himalaya Publishing House-2008
4. P. SubbaRao; **International Business Text & Cases**, Himalaya Publication-2010
5. H. L. Ahuja; **Principles of Micro Economics**, S. Chand & Co.-2010.
6. Justin Paul; **Business Environment- Text & Cases**, Tata Mcgrawhill-2008.
7. Mark Hirschey, **Economics for Managers**, Cengage, 2006
8. Palwar, **Economic Environment of Business**, PHI, New Delhi, 2009
9. D.N. Dwivedi, **Managerial Economics**, Vikas Publishing House, 2009.
10. Shaikh Salim, **Business Environment**, Pearson Education, 2009
11. Sundaram & Black: **International Business Environment Text and Cases**, PHI, 2009
12. Avid W. Conklin, **Cases in Environment of Business**, Sage Response Books. 2007
13. Czinkota, Ronkainen, Moffett, **International Business**, Cengage, 2008
14. Govt. of India, Latest Economic Survey.

VII: Note

1. There will be six class tests/ assignment/presentation of 10-15 minutes each without declaration of the date.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment.
4. Class performance and discipline will be an important factor for assessing internal marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Business Environment			
MBA I Sem			
Goal: It will provides students with the knowledge and skills to communicate professionally on many levels including writing; speaking; conducting meetings; giving presentations and interpersonal .			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students Having an understanding about business environment Particulaly economic, Sociocultural, Political and Its Impact on Business in India and world	% Students Having basic understanding about business environment prevailing in India and world with Implications to business.	% Students having understanding about management functions.	% Students Need More efforts for Concept at Business Environment Level.

IX: Scheme of Internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Legislation**Session:** July – December**Class:** M.B.A I Sem**I: Objective of the course:**

The objective of this course is to acquire the students various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

CO 1: Understanding of the nature and sources of law, and the governing legal and judicial system.

CO 2: Apply basic legal knowledge to business contracts.

CO 3: Awareness of the different latest provisions of the law.

CO 4: Application of legal theory to determine the legal issues in assigned cases.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3			
CO 2			2		3			
CO 3		1	2		3			2
CO 4		2	2		3			2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	The Indian Contract Act, 1872	General Introduction to law of Contracts and Definitions	B.N.1
2			Essential Elements of a Valid Contract Case: Balfour v Balfour [1919] 2 KB 571	B.N.1/2/3
3			Essential Element – Offer & Acceptance	B.N.1/2/3

			<u>Case :Carlill v Carbolic Smoke Ball Company [1892]</u> <u>Case: Lalman Shukla V GauriDutt(1913)11 All.I.J.489</u> <u>Case:Brogden vs. Metropolitan Rail. Co., (1877)2.A.C.66</u>	
4			Essential Element – Consideration <u>Case: Durga Prasad Vs. Baldeo. (1880) 3 All. 221</u> <u>Case:ChinnayaVs.Ramayya, (1882) 4 Mad.137</u>	B.N.1/2/3
5			Essential Element – Capacity to Contract <u>Case: MohiriBibi Vs. Dharmodas Ghosh (1903) 30 Cal. 539.</u>	B.N.1/2/3
6			Essential Element – Free Consent	B.N.1/2/3
7			Kinds of Contracts	B.N.1/2/3
8			Performance & Discharge of Contract	B.N.1/2/3
9			Breach of a Contract and Its Remedies	B.N.1/2/3
10			Breach of a Contract and Its Remedies	B.N.1/2/3
11			Quasi Contract	B.N.1/2/3
A-1. First assignment, submission within 3 days				
CO: 1,2				
LO: 1.Develop an understanding of the Indian Contract Act, 1872. 2. Utilize the contractual terminology and methods of the various types of contracts.				
12			Introduction to Contract of Sale of goods, Definitions & Kinds of Goods	B.N.1/2/3
13			Sale & Agreement to Sale	B.N.1/2/3
14			Sale & Hire Purchase Agreement	B.N.1/2/3
15	2	Sale of Goods Act, 1930	Sale & Bailment Conditions & Warranties. Doctrine of Caveat Emptor <u>Case:Ward Vs. Hobbs, (1878) 4 App. Cas.13</u>	B.N.1/2/3
16			Unpaid Seller & Rights of Unpaid Seller – Part 1	B.N.1/2/3
17			Unpaid Seller & Rights of Unpaid Seller – Part 2	B.N.1/2/3
Assignment No.1				
CO:2, 3				
LO: 1.Knows meaning of Contract of Sale of goods and essentials of contract of sale. 2. Use the understanding of the provisions of Sale of Goods Act and apply them practically.				
18			Negotiable Instrument Act, 1881- Characteristics and types of instruments.	B.N.4/5/7
19	3	The Negotiable Instrument Act, 1881	Promissory Note and Bill of Exchange Difference between Promissory Note & Bill of Exchange Case study on Bill of Exchange: AIB Trade Finance Services (Study Material)	B.N.4/5/7
20			Cheque & crossing of cheque. Difference between Cheque & Bill of Exchange	B.N.4/5/7
21			Negotiation & Assignment	B.N.4/5/7

			Types of Endorsement	
22			Holder & Holder in due course through case discussion Payment in due course	B.N.4/5/7
23			Dishonour and Discharge an Negotiable Instruments	B.N.4/5/7
A-3. Group assignment, Submission within 5 days				
CO: 2				
LO: 1.Knows the meaning and features of a negotiable instrument 2. Know the detailed features of a promissory note, bill of exchange and cheque and differences between them 3. Identify various classifications of negotiable instruments 4. Explain Negotiation and assign ability of instrument 5. Describe Dishonour and discharge of negotiable instrument.				
24	4	The Companies Act, 1956	Companies Act, 1956 – Characteristics of a Company Case: Salomon v A Salomon & Co Ltd [1896] UKHL 1, [1897] AC 22 Types of Companies	B.N.1/4/5
25			Memorandum and Article of Association and difference between the two Doctrine of ultra vires	B.N.1/4/5
26			Lifting of Corporate veil Doctrine of Indoor Management Doctrine of Constructive Notice	B.N.1/4/5
27			Shareholders and Debenture Holders Minority Protection	B.N.1/4/5
28			Winding-up of Companies	B.N.1/4/5
Assignment No.2				
CO: 2				
LO: 1.Develop an understanding of The Companies Act, 1956 2. Describe Characteristics of Company & Corporate Veil 3. Knows the various classes of companies under the Companies Act. 4. Understand the meaning of Memorandum of Association and Articles of Association and compare between the two. 5. Knows the meaning of Oppression & its prevention 6. Describe Winding Up of Companies & Modes of Winding Up.				
29	5	Consumer Protection Act, 1986	Definitions, Consumer Rights, Exploitation of Consumer and Utility of Consumerism. Case: Life Insurance Corporation of India vs. Shri Chatur BihariLal, Appeal no.29/89 (Raj.) Case: Oswal Fine Arts Vs. M/s. HMT, Madras – Petition No. 1/88 (Del).	B.N.2/4/6
30			Consumer Protection – Consumer Forums and Advisory Councils	B.N.2/4/6
CO: 2,3				
LO: 1. Understand the meaning of Consumer and Consumer Rights. 2. Know the redressal Mechanisms under the Consumer Protection Act				
31	6	Indian Partnership Act, 1932	Definition and Nature of Partnership. Formation of Partnership Case: Cox vs Hickman (1860), H.L.C. 268	B.N.2/4/6

32			Rights, Duties and Liabilities of Partners Dissolution of Partnership Firm.	B.N.2/4/6
A-5. Class test				
CO: 2,3				
LO: Understand the concept and law of partnership and be clear about its essentials.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. M.C. Kuchhal&VivekKuchhal, Business Legislation for Management, 4thedition,Vikas Publishing House, 2013.
2. K.R.Bulchandani, Business Law for Management, 2008, Himalaya Publishing House.
3. C.L.Bansal, Business and Corporate Laws, 1st edition, Excel Books, 2006.
4. K.C. Garg, V.K.Sareen, Mukesh Sharma, R. C. Chawala, Mercantile Law, 12th Edition, Reprint 2007, Kalyani Publishers.
5. V. S. Datey, Business and Corporate Laws, 5th edition, Taxmann's Allied Services (P) Ltd.
6. Rohini Aggarawal, Mercantile Laws, Reprint 2007, Taxmann's Allied Services (P) Ltd.
7. S. S. Gulshan, Mercantile Law, 3rd Edition, Excel Books.
8. Avtar Singh, Mercantile Law, Eastern Book Company

VII: Note:

1. There will be 2class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Business Legislation			
MBA I Sem			
Goal: Students examine the legal environment in which businesses operate and how common law, provincial and federal government statutes influence decision making. Topics include the legal system and the law relating to t contracts, forms of business organization, agency, and sale of goods.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding of various laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the law and Its uses in the best interest of the organization without violating them rather than cases.	% Students having an understanding of various laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the law	% Students having understanding about management functions.	% Students Need More efforts for Concept of Laws.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** IT and E-Business Fundamentals**Session:** July - Dec**Class:** MBA - I Sem**I: Objective of course:**

The objective of this subject is to help students to understand the basics of Information Technology and e-Business Fundamentals. The students use the e-business applications in day to day life and should know its practicality in business processes.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. An External viva-voce will be of 30 marks. The end semester examination will be worth 50 marks having theory and cases/practical problems. There will be 7/8 questions out of which a student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

CO1. Basic understanding of Information Technology and E-Business fundamentals

CO2. Knowledge of Computer fundamentals and applications of MS-Office in business

CO3. Awareness of E-business, Cyber security threats & other related issues

CO4. Learning optimum uses of e-resources like websites, search engines, shopping sites, etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1				2		1
CO 2		2	1	1				
CO 3	1				3			2
CO 4		1			3	1		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Information Technology				
1	1	Introduction to Computers	Hardware: Input / output devices, storage devices and memory	B.N. 14
2			Software: System and Application Software, Compilers, Interpreters and Assemblers	B.N. 14
3			Languages: Levels of languages, generation and their features	B.N. 14
4			Number system, binary, decimal, hexadecimal and their inter conversions and their uses in computer system	B.N. 14
5			Internet: Concepts & Services, Hardware and software requirements, type of Internet connections	B.N. 14
A-1. First assignment				
CO: 1				
LO: Awareness about Basic Computer related hardware, Software applications & computer based Languages also knowledge about Internet.				
6	2	Operating System	WINDOWS XP: Basic Operations, utilities and features	B.N. 15
7			UNIX: Introduction, features	B.N. 16
8			Basic commands (pwd, cp, cd, rm, mv, ls, cat, mkdir, ch mod, rmdir, who, who am i, banner, date, kill, etc.).	B.N. 16
A-2. Second assignment				
CO: 1,				
LO: Understanding of Operating System and their basic operations				
E-Business Fundamentals				
9	1	Application Software (MS-Office XP 2003)	MS Word: word basics, formatting text and documents, introduction to mail merge & macros.	B.N. 15
10			Excel: Excel basics, rearranging worksheets, working with graphics, using worksheet as databases, automating “what-if” projects	B.N. 15

11			MS PowerPoint : PowerPoint basics, creating presentation	B.N. 15
12			MS Access: Database creation, screen/form design, report generation using wizard	B.N. 15
A-3. Group assignment				
CO: 1,2				
LO: about the practical application & utility of MS-Office (MS-Word, MS-Excel MS- Power Point & MS-Access, etc.) in business				
13	2	E-Business	E-Business Fundamentals, E-Business framework, E-Business application	B.N. 1
14			Technology Infrastructure for E-Business.	B.N. 1
CO: 3				
LO: Synergizing theoretical knowledge with practical exposure by learning fundamentals of E-Business				
15	3	Mobile and Wireless computing fundamentals	Mobile computing, wireless technology and switching method	B.N. 1
16			mobile information access device, mobile computing application	B.N. 1
A-4. Presentations				
CO: 1				
LO: Application of mobile & wireless technology fundamentals in day to day life				
17	4	E-Business Models	Elements of Business models, B2B, B2C models	B.N. 1
CO: 3				
LO: Familiarity with E Business models in Business Processes				
18	5	Payment Systems	Type of E-payment, digital token-based e-payment	B.N. 1
19			smart card, credit card payment systems	B.N. 1
20			Risk on e-payment, Designing e-payment	B.N. 1
A-5. Assignment				
CO: 3				
LO: Understanding of E-payment system via computers				
21	6	Security	Security Threats	B.N. 1

22		Environment	Client–server security, data and message security	B.N. 1
23			Document security, firewalls	B.N. 1
24			Ethical Social and Political issues in ecommerce	B.N. 1
A-6. Group assignment				
CO: 3				
LO: Understanding of Cyber Crimes & preventive measures (Security & Threats)				
25	7	Inter-organization Business	EDI application in business	B.N. 1
26			EDI: legal, security, standardization	B.N. 1
27			EDI software implementation	B.N. 1
28			VANs (value added net work) Internet based EDI	B.N. 1
A-7. Group presentations				
CO: 3,4				
LO: Application and use of Electronic Data interchange in Business				
29	8	Online Marketing Concepts	Marketing Communication	B.N. 1
30			Marketing Tools	B.N. 1
CO: 1				
LO: Marketing skills in sync with practical computer based marketing tools and communication				
31	9	Future of Electronic-Business	Virtual Factory, Strategies for Electronic Business, Making Money on net	B.N. 1
32			Web portals and vortals concepts,Search Engine Optimization	B.N. 1
A-8. Class test				
CO: 4				
LO: Optimum utilization of E-resources for future E-Business through Virtual Factory, Web portals and vortals concepts & Search Engine Optimization				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Ravi Kalakotta & Whinston B., “Frontiers of E-Commerce”, Pearson Education, Reprint 2009 New Delhi
- 2 R. Kalakotta & M. Robinson, “E-Business: Roadmap for Success”, Pearson Education Reprint 2009, New Delhi
- 3 lauden and Traver. Ecommerce: Business Technology Society, 4TH Edition 2009 Pearson Education, New Delhi
- 4 Schneider, E-Commerce Strategy technology and implementation, 1st, edition, 2008, Cengage Learning, India
- 5 Elias M. Awad, Electronic Commerce, PHI Learning. 2009
- 6 Rayudu C. S. e-Business, 2007, Himalaya Publishing House.
- 7 Daniel Amor, “The E-Business (R) Evolution”, PHI Learning, New Delhi,
- 8 Hanson, E-Commerce & Web Marketing, Cengage Learning, India, 1st edition, 2009
- 9 Kamlesh K. Bajaj & Debjani Nag, “E-Commerce”, Tata McGraw Hills, New Delhi,
- 10 Joseph, E-commerce, Indian Perspective, PHI, 3RD Edition, 2009
- 11 Chaffey, E-Business & E-Commerce Management, 3rd edition, Pearson Edu, 2008
- 12 Murthy C. S. V., e-Commerce, 2007, Himalaya Publishing House
- 13 Parag Kulkarni & P.K.. Chande, IT Strategy for Business, 1st edition Oxford University Press 2008
- 14 Sinha and Sinha, Computer Fundamentals, BPB Publications
- 15 R.K. Taxali PC Software for windows Made Simple, Tata McGraw Hills, New Delhi
- 16 Sumitabha Das, Unix concepts and applications, Tata McGraw Hills, New Delhi

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: IT and E-Business Fundamentals			
MBA I Sem			
Goal: Students acquire the basic knowledge and skills needed to effectively utilize information systems and technology in support of Business.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Information Technology and e-Business Fundamentals. And Understanding of management aspect of E-commerce Technological Environment	% Students having understanding about Information Technology and e-Business Fundamentals.	% Students having understanding about management functions.	% Need More Efforts to learn about Fundamental of Computer and Its Uses in Business Decision.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INODRE
Lesson Plan

Subject: Management Principles and Practices
Class: MBA – I Sem

Session: July-Dec.

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.

III: Course Outcomes (CO):

CO 1: Understanding of the functions and responsibilities of the manager

CO2: Learn about the tools and techniques for the enhancement of the performance on the managerial profile.

CO 3: Enable the understanding of the student for organizational environment

CO 4: Integrate management principles into management practices.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	1	2		3	2	
CO 2		3	3			3		
CO 3	1	2			3			3
CO 4	3	3	3	2		3	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concept of Management	Functions and Responsibilities of Managers	B.N. 3, 5
2			Fayol's Principles of Management	B.N. 3, 8
3			The Classical School Management Thought	B.N. 5, 8
4			The Classical School Management Thought	B.N. 3, 5, 8
5			Human Relation Theory Case: Managers and Communication, Robbins, Coulter and Vohra, 10 th Edition, pp. 341	B.N. 3, 5
6			System Theory, Contingency Management Theory	B.N. 3, 5
7			Developing Excellent Manager, Cross Cultural Issues in Management	B.N. 3, 8
CO: 1, 4				
LO: It develops managerial skills and knowledge of basic management principles among the students.				
8	2	Planning	Nature and Purpose of Planning, Advantages and Limitations of Planning	B.N. 5, 8
9			The Planning Process, Principles of Planning	B.N. 3, 8
10			Types of Planning Case: Radiant Industries, Neeru Vasishth, 3 rd Edition, pp. 126	B.N. 5, 8
Assignment: Analysis of Indian companies plans at different levels				
CO: 4				
LO: Knows meaning of Contract of Sale and formalities of contract of sale.				
11	3	Concept and Nature of Objectives	Types of Objectives, Importance of Objectives Case: Sun Stampings Ltd., Neeru	B.N. 3, 5,8

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Vasishth, 3 rd Edition, pp. 164	
12			Setting Objectives, Management by Objectives (MBO)	B.N. 5, 8
13			Benefits and Weaknesses of MBO.	B.N. 3, 5
CO: 3				
LO: It enhances the skills among the students to develop and set the objectives of the company and how to achieve the objectives.				
14	4	Strategies and Policies	Concept of Corporate Strategy, Formulation of Strategy	B.N. 3, 5, 8
15			Types of Strategies	B.N. 3, 5
16			The Strategic Planning Process	B.N. 3, 5
17			The TOWS Matrix	B.N. 5, 8
18			The Portfolio Matrix	B.N. 3, 5
19			Three Generic Competitive Strategies by Porter, Effective Implementation of Strategies	B.N. 5, 8
20			Types of Policies, Principles of Formulation of Policies Case: C.F. Martin Guitar Company, Robbins and Coulter, 8 th Edition, pp. 155	B.N. 3, 5, 8
21			Decision Making Process, Individual Decision Making Models	B.N. 3, 8
Assignment: Submit the Presentation on Current Corporate Affair				
CO: 2				
LO: Students will able to formulate different strategies and understand the different competitive strategies.				
22	5	Organizing	Nature and Purpose of Organizing	B.N. 3, 5, 8
23			Bases of Departmentation	B.N. 3, 5
24			Span of Management, Determinants of Span of Management	B.N. 8
25			Line and Staff Relationship	B.N. 3, 8

Lecture No.	Unit No.	Topic	Sub Topic	Reference
26			Line-Staff Conflict	B.N. 3, 5
27			Bases of Delegation, Kinds of Delegation Case: BASF, Robbins and Coulter, 8 th Edition, pp. 389	B.N. 3, 5
28			Centralization, Decentralization, Methods of Decentralization	B.N. 3
Assignment: Group Activity; Any organization's structure.				
CO: 3				
LO: It enables the students how to get optimum output from available resources.				
29	6	Controlling	Concept and Process of Control, Human Aspects of Control, Control as a Feedback System	B.N. 3, 5, 8
30			Control Techniques, Feed Forward Control, Preventive Control	B.N. 5, 8
31			Control Through Return on Investment, Profit and Loss Control Case: Wal-Mart in America and Around the Globe, Koontz and Weihrich, 9 th Eidtion, pp. 424	B.N. 3,5, 8
32			The Use of Computer for Controlling and Decision Making, The Challenges Created by IT as a Control Tool	B.N. 5
Assignment: SWOT analysis of discussed case.				
CO: 4				
LO: It develops the skills among the students to control over the resources as per requirement and achieve the objectives.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Stephen P. Robbins, David A. Decenzo, Sanghmitra Bhattacharya, Madhushree Nanda Agarwal, **Fundamentals of Management**, Pearson Education, 2009
2. Kreitner, **Management Theory and Applications**, Cengage Learning, India, 2009
3. Robbins, **Management**, 9th edition Pearson Education, 2008,
4. Griffin, **Management Principles and Applications**, Cengage Learning, India First Edition
5. Harold Koontz, O'Donnell and Heinz Weihrich, **Essentials of Management**. New Delhi, Tata McGraw Hill, 2006
6. Stoner, **Management**, PHI Learning, 2008
7. Richard L. Daft, **Principles Of Management**, Cengage Learning, India, 2009
8. Neeru Vasishth, **Principles Of Management**, Third Edition

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Management Principles and Practices			
MBA I Sem			
Goal : Students examine a basic framework for understanding the role and functions of management and an explanation for the principles, concepts and techniques that can be used in carrying out these functions. Topics include planning, organizing, staffing, leading and controlling, as well as decision-making and managing change.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about management functions, responsibilities of manager, idea of tools and techniques to be used in the managerial activity.	% Students having understanding about management functions, responsibilities of manager.	% Students having understanding about management functions.	% Need More efforts for Learning about Functions of Management and Its Uses.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Mathematics & Statistics for Managers

Session: July-Dec

Class: MBA I

I: Course Objective: The objectives of course are to equip the students with the mathematical & Statistical Technique & their application to business problem. The emphasis will be on the concepts & application rather than derivations.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be worth 80 Marks (External evaluation). It will have two sections A & B, Section A worth 32 will consist of 4 theory questions out of which student will be required to attempt any two questions. Section B worth 48 marks will have 5 numerical problems out of which student will required to attempt any three questions.

III: Course Outcomes (CO):

1. To prepare students for lifelong learning and successful careers using their mathematical and statistical skills.
2. To develop decision making skills pertinent to the practice of mathematics and statistics, including the students' abilities to formulate problems, to think creatively, and to synthesize information.
3. To train students thoroughly in methods of analysis and algebra, including the computational skills appropriate for mathematicians to use when solving problems.
4. To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	-	-	-	-	-	1	-
CO 2	3	-	3	-	-	-	2	-
CO 3	-	3	3	1	2	-	-	-
CO 4	2	3	3	2	-	1	2	-

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	Part A-6	Vector, Matrices & Determinants with business application	Introduction &Types, Operation on Matrices	B.N -1, B.N - 11
2			Adjoint, Determinant, Minor & Cofactor	
3			Inverse of Matrices	
4			Elementary Row Operations Solution of Simultaneous Equation	
5			Input & Output analysis	
CO: 1, 3				
LO: To understand the concept and theory of determinant, matrices and input output analysis and use the concept and knowledge of matrices to solve complex problems in the field of business management and economics.				
6	Part B-1	Introduction to Statistics	Meaning, Definition& Role of Statistics in Business management	B.N - 7
First Group Assignment: Utility of Statistics in Current Scenario				
CO: 1, 4				
LO: To understand the concept and applicability of statistics in business management and also understand the roleplay of statistics in decision making for business problems.				
7	Part B-3	Correlation & Regression	Types of Correlation & its method, Karl Pearson Correlation	B.N-5, B.N-12
8			Spearman's & Concurrent Correlation	
9		Regression	Line of Regression , Curve Fitting	
10			Least Square	
A-1 Worksheet of Matrix and Correlation & Regression				
CO: 2				
LO: To understand the concept of correlation between two variables and quantitative measurement of correlation including the interpretation of positive, negative and zero correlation and also understand the concept and implications of regression.				
Lecture	Unit No.	Topic	Sub Topic	Reference

11	Part B-4	Time series	Meaning & its Components, Least Square	B.N -4,B.N-10	
12			Measurement of Seasonal Variation		
Second Group Assignment : Implication of Time Series in Business World					
CO: 4					
LO: To understand the concept of time series along with the components and be able to apply the knowledge of time series and data analysis for the purpose demand forecasting.					
13	Part A-1	Sets & Functions	Definition& its Types, Venn- Diagram & its Functions	B.N-2, B.N-10	
14			Types of Functions, Business application of Functions		
CO: 3					
LO: To understand the concepts and techniques that are developed to solve many complex business problems in a logical and simple way by structuring them in the set theory language. Further, to understand the applications of various functions in business management and also find the impact of independent variables on dependent variables.					
15	Part A-2	Limits & Continuity of Functions	Introduction, Limit of Variables & Functions		
16			Continuity of Function		
A-2 To explain Various types of Functions with their graphs					
CO:					
LO: To find out the limiting behavior of a function as the independent variable approaches a finite or infinite value and also find the point at which the given function is continuous.					
17	Part B-5	Statistical Decision Theory	Decision making process under uncertainty , Decision under Risk	B.N-7,B.N-9	
CO: 2					
LO: To demonstrate how to build statistical models with the help of decision tree when data is sparse and expert judgments need to be incorporated to cope up with the problem in the field of business management.					
18	Part A-3	Differentiation Concepts	Derivative of function	B.N-2,B.N-10	

19			Derivative of Sum, Difference, Product & quotient	
20			Application of Differentiaiation	
21			Maxima, Minima & its Uses	
CO: 3				
LO: To understand the concept of differential calculus in specific contents with emphasis on application to economics and be able to apply the theory and concept of change and proportion change in the mathematical functions in order to solve complex business problems.				
22	Part A-4	Integration Concept	Elementry Integration	B.N-2,B.N-10
23			Integration by parts	
24			Simple definite integral	
25			Economic Application	
26			Consumer & Producer Surplus	
A-3 Practice Questions on Differentiation and Integration				
CO: 4				
LO: To understand the concept of marginal cost, marginal revenue and marginal profit with the help of integral calculus and be able to apply the concept of integration in the complex problems of business management and economics.				
27	Part B-2	Probability	Concept, Additive & Multiplicative Probability	B.N-5, B.N-12
28			Conditional Probability & Baye's Theorem	
29			Binomial Distribution	
30			Poisson Distribution	
31			Normal Distribution	
A-4 To write the practical use of Probability in Managerial Decision Making				
CO: 2				
LO: Develop problem-solving techniques needed to accurately calculate probabilities and apply problem-solving techniques to solving real-world events.				
32	Part A-5	Discounting, Compounding &annuity	Discounting, Compounding &annuity	B.N-1
CO: 4				
LO: To understand the concept of discounting, compounding and annuity to solve financial mathematics of business and apply the concept of time value of money in the field of business management.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References :

- 1 J.K. Sharma, “Mathematics for Management and Computer Applications”, New Delhi, Galgotia Publication,
- 2 R. K. Ghosh and S. Saha, “Business Mathematics and Statistics”, Calcutta, New Central Book Agency
- 3 Saha, “Business Mathematics and Quantitative Techniques”, Calcutta, Central Book Agency,
- 4 Anderson, Statistics for Business & Economics, 9th edition, Cengage Learning, India
- 5 David Levine, T. Krenbil, P.K. Viswanathan, Business Statistics, Pearson Education, 2008.
- 6 S.P. Gupta, "Statistical Methods", New Delhi, Sultan Chand and Sons, 2007
- 7 S.C. Gupta, Business Statistics, Himalaya Pub House, 2008
- 8 T.N. Srivastava, Statistics for Management, TMH, 2008
- 9 J. N. Kapur and H. C. Saxena. “Mathematical Statistics”, New Delhi, Sultan Chand and Company Ltd.,
- 10 Ajay Goel & Alka Goel, “Mathematics & Statistics”, 4th Edition, Taxmann Publication
- 11 K. B. Dutta, “Matrix and Linear Algebra”, New Delhi, PHI Learning
- 12 D. C. Sancheti and V. K. Kapoor, “Statistics: Theory, Methods and Applications”, New Delhi: Sultan Chand and Sons.,

VII: Note:

- 1 There will be Four home assignments, each carry 1 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII Rubric for Internal Assessment			
Subject: Mathematics and Statistics for Managers			
MBA I Sem			
Goal: Students are introduced to the use the concepts and methods of statistics, including variability, and probability as well as business mathematics.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having command on mathematical and statistical techniques and their application to business problems with concept and evaluation.	% Students having basic command on mathematical and statistical techniques and their application to business problems.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Mathematical and Statistical Techniques.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Organizational Behavior and Processes**Session:** July-Dec**Class:** MBA I Sem

I: Course Objectives: Objective of this course is to help students to understand human Behavior in organizations at cross cultural level so that they improve their managerial effectiveness

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

CO1 Demonstrate an understanding of key terms, theories/ concepts and practices within the field of HRM.

CO2 Demonstrate competence in development and problem solving in the area of HR management.

CO3 Analyze the key issues related to administrating the human elements such as motivation, compensation, appraisal, career planning and training.

CO4 Describe the meaning of terminology and tools used in managing employees effectively.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3			2	3		2
CO 2	2			2	3	3		3
CO 3	1	1		2	2	3		2
CO 4	-	1		3		1		1

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Foundations of Individual Behavior	Personality	B.N.1/B.N.2/B.N.6
2			Determinants and Attributes	B.N.1/B.N.2/B.N.6
3			Job Attitude	B.N.1/B.N.2/B.N.6

4			Learning And Learning Theories	B.N.1/B.N.2/B.N.6
5			Perception	B.N.1/B.N.2/B.N.6
6			Cross cultural issues in OB	B.N.1/B.N.2/B.N.6
7			Case Study- Personality traits	

CO: 1

LO: This unit will help the students to understand basic concept of OB and various theories of Personality, Learning, Perception and Job Attitudes.

8			Definition and concept, theories of motivation - Maslow's Hierarchy of Needs, Herzberg's Two Factor theory	B.N.1/B.N.3/ B.N.5
9			ERG theory, Vroom's Expectancy theory,	B.N.1/B.N.3/ B.N.5
10	2	Motivation	Equity theory	B.N.1/B.N.3/ B.N.5
11			Reinforcement theory and Behavior Modification.	B.N.1/B.N.3/ B.N.5
12			Case Study : Identifying Motivational Problems	B.N. 5 p.138

Assignment (Worksheet)**CO: 2**

LO: In this unit students will learn various theories of motivation that how motivated employees can lead to increased productivity and allow an organization to achieve higher levels of output.

13			Defining and Classifying Groups, stages of group development,	B.N.2/B.N. 4/B.N. 7
14	3	Foundations of Group Behavior	Group Structure, Group Processes, Group Dynamics,	B.N.2/ B.N. 4/B.N. 7
15			Group v/s Team, Team Effectiveness. Group and Intergroup Relations.	B.N.2/ B.N. 4/B.N. 7
16			Case Study - Handling Rajeev at Spectra	B.N. 5 p. 236

CO: 4

LO: Stages of group development, Group Structure, Group Processes, Group Dynamics and importance of Team Effectiveness will be learnt by the students in this Unit.

17	4	Leadership	Nature and Significance of leadership, leadership in different cultures	B.N.1/B.N.5/ B.N.7
18			leadership theories and Styles : Trait theories, Behavioral theories	B.N.1/B.N.5/ B.N.7

19			Contingency theories-- Fiedler's Model, Hersey and Blanchard's Situational theory	B.N.1/B.N.5/ B.N.7
20			Path Goal theory, emotional intelligence and leadership effectiveness	B.N.1/B.N.5/ B.N.7
21			Recent Development in Leadership Theory	B.N.1/B.N.5/ B.N.7
22			Case Study- The Caring Dictator	B.N. 5 p.- 260
CO: 4, 3				
LO: Various Leadership theories will be learnt by students in this unit. They will also learn emotional intelligence, leadership effectiveness and recent development in leadership theory.				
23			Transitions in Conflict Thought , Functional versus Dysfunctional Conflict, Conflict Process	B.N.2/ B.N.6
24	5	Conflict and Negotiation	Conflict Management Techniques, Negotiation process ,Bargaining strategies ,Global implication	B.N.-2/B.N.6
25			Case Study- Role conflict among telephone service employees	
CO: 2				
LO: This Unit helps the students to understand Conflict Process, Conflict Management Techniques, Negotiation process, Bargaining strategies to solve various employee related problem.				
26			Concept, Relationship of Culture with organizational behavior, National and Global Culture	B.N.1/B.N.2/B.N.5
27	6	Organizational Culture	Levels and analyzing and managing culture, Global Implications for manager, Analyzing managing and changing organizational culture	B B.N.1/B.N.2/B.N.5
28			Case Study- culture and make or break of an org	B.N.5 p.394
CO: 1, 4				
LO: The sixth unit will make the students understand relationship of culture with organizational behavior.They will also learn analyzing managing and changing organizational culture.				
29	7	Organizational Change and Stress Management	Forces for Change, Resistance to Change, approaches to managing organizational change	B.N.2/ B.N.3
30			Work stress and its management	B.N.2/ B.N.3
31	Presentation			
32	Presentation			

CO: 3

LO: The last Unit makes the students understand organizational change and various approaches to managing organizational change. It will also help to understand Work stress and its management in current scenario.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Stephen P. Robbins, Timothy A Judge, Seema Sanghi “Organizational Behaviour”, Pearson Education, 13th Ed., 2009.
- 2 K.Aswathappa: Organisation Behaviour, Himalya publishing House
- 3 Fred Luthans, “Organizational Behaviour”, New York, McGraw Hill, 8th Edn.
- 4 John W Newstrom: Organisational Behaviour, Mc Graw Hill
- 5 Kavita Singh : Organisational Behaviour Text and Cases , Pearson
- 6 Margie Parikh Rajen Gupta: Organisational Behaviour, Mc Graw Hill 2011
- 7 P G Aquinas: organisational Behaviour, Excel books

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared with in one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject:			
MBA I Sem			
Goal: Students examine the behavior of individuals and how they interact with each other in different workplace organizations. Topics include an orientation to organizational behavior; individual behavior; individual and behavioral processes; team processes; organizational dynamics; and organizational processes.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having an understanding about Human Behavior in Organizations at cross cultural level so that they improve their managerial effectiveness towards Team.	% Students having to understand about human Behavior in organizations at cross cultural level.	% Students having understanding about management functions.	% Students Need More efforts for Understanding of Human Behavior in Organizations.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Research Methodology**Session:** July – Dec**Class:** M.B.A. (FT) II Sem

I: Objectives of course: The objective of the course is to equip the students with the concept and methods of Business Research. The students will be able to plan, design and earn out business research using scientific methods and prepare research report(s) / paper (s)

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases

III: Course Outcomes (CO):

CO 1: To provide deeper knowledge and experience in applying commonly used qualitative and quantitative research methods to the research process.

CO 2: Refine research questions to meet high level research objectives/questions.

CO3: Develop data collection instrument according to the underlying theoretical framework.

CO 4: Understand the steps of conducting the business research and writing the research report.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3	1				
CO 2	2		3	2				
CO 3		2	3					
CO 4		2	3					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
1	Unit 1	Business Research	Meaning and concept	6&7
2			Methods of research	1,6,
3			Research Process	6,7
4			Identification and formulation of Research Problem.	1,6
A-1 First Assignment Submission within 3 Days				
CO: 1,2				
LO: Student will able to understand and analyze business problems and find proper and effective ways to answer those problems.				
5	Unit II	Research Design	Research Design :types	6,7
6			Research Design:, Need for Research Design Features of a good research design and	6,7
7			Variables and types of variables	1,6,
A-2 Second Assignment Submission within 3 Days				
CO: 1				
LO: It enables the students to formulate clearly research problems and understand and apply the major types of research design.				
8	Unit III	Measurement Methods	Hypothesis, Types and formulation of Hypothesis,	
9			Different research design-- Exploratory, Descriptive.	1,6,
10			Diagnostic and Survey Research	6,7
11			Measurement Methods: Interviews	6,7
12			Surveys. Observation	6,7

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
13		Measurement Methods	Content Analysis	6,7
14	Unit III		Measurement Scales	
15			Reliability and Validity of scales.	1,6
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO: Students will gain understanding of various scales and construct new scales.				
16	Unit IV	Data analysis	Hypothesis Testing, Parametric and Non-Parametric Tests,	1,6,7
17			Analysis of Differences between a Single Sample	6,8
18			Analysis of Differences between a Single Sample	6,8
19			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
21			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
22			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
23			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
24			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
25	Unit IV	Data Analysis	Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
26			Chi-square tests,	6,8
27			Chi-square tests,	6,8
28			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
29			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
30			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
A-4 Fourth Assignment Submission within 3 Days				
CO: 4				
LO: Student will able to understand and use various statistical tools available for hypothesis testing.				
31	Unit V	Sharing the Results	Sharing the Results. Reporting Research, Types of reports	1,6,7
32			Characteristics of a research report.	1,6,7
A-5 Fifth Assignment Submission within 3 Days				
CO: 4				
LO: It helps students to formulate and present effective research report.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book

1. William G. Zikmund, Business Research Methods, 7th edi. Cengage Learning, India.
2. K.N. Krishnaswamy, Appa Iyer Sivakumar, M.Mathirajan, Management Research Methodology: Integration of Principles, Methods and Techniques, Pearson Education 2008
3. K. Sachdeva, Business Research Methodology, 2008, Himalaya Pub. House
4. Paul E. Green, Donald S. Tull, Research for Marketing Decisions, PHI. 5th edition 2008
5. Ranjeet Kumar, Research Methods, Pearson Education 2009
6. C.R.Kothari, Research Methodology Methods and techniques, New Age International Publications, Second Revised Edition
7. Prasant Sarangi, Research Methodology, Taxman 2010
8. Bharat Jhunjhunwala, Business Statistics, S.Chand Publication .

Suggested Readings

1. Donald S. Tull, Del I. Hawkins, Marketing Research, Measurement and Methods, 6th edition, PHI Learning, 2009
2. Naresh Malhotra and Satya Bhushan Das, Marketing Research: An applied Orientation, Pearson Education, 2008.
3. Mcburney, Research Methods, 7th edition, Cengage Learning, India.

VII: Note:

1. There will be five class tests /assignment/presentation of 10-15 minutes each without declaration of the date. It will be of 4 marks.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, marks of best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carry 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Business Research Methodology			
MBA II Sem			
Goal: To have a general understanding of research and its use in areas of management research.			
Objective: To grasp and comprehend the methods and techniques used in research and provide with the knowledge and skill to undertake research.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% students show high orientation towards research. Shows complete understanding of research concepts and able to plan business research using scientific methods for managerial decisions.	___% students show good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.	___% students show little understanding of research concept and need more clarity of concept for correlating and planning researches for managerial decisions.	___% students show very basic understanding of subject and find it difficult to plan or design research for managerial problems. need improvement for conceptual knowledge Need to correlate research concepts with managerial problems

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Entrepreneurship****Session: Jan-Jun****Class: MBA II Sem****I: Course Objective:**

The objective of this course is to familiarize the students with the ground realities of starting & managing their own Entrepreneurial ventures.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Understanding the basics of Entrepreneurship and real life issues therein.
- CO2 Application of Theoretical concepts into practice while facing business problems.
Contributes in Developing Reasoning and Analytical ability to foster Decision
- CO3 Making.
- CO4 Nurturing Entrepreneur Skills and Leadership Abilities.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	1	2	2	3	3
CO 2	2	3	2	1	2	2	2	
CO 3	2	2	3	2	2	2	2	
CO 4	2	2	2	3	2	2	3	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Entrepreneurship	Definition of Entrepreneur, Entrepreneurial Traits, and Entrepreneur vs. Manager,	B.N.1/B.N. 12

			Entrepreneur vs. Intrapreneur.	
2		Introduction to Entrepreneurship	The Entrepreneurial decision process. Role of Entrepreneurship in Economic Development	B.N.1/B.N.12
3			Ethics and Social responsibility of Entrepreneurs. Opportunities for Entrepreneurs in India and abroad	B.N.1/B.N.12
4			Woman as Entrepreneur. Case Study:- Entrepreneurship--Luck or Persistence	B.N.1/B.N.12
CO: 1				
LO: Understanding Concept of being an Entrepreneur; Decision making Process, Role, Ethics , Responsibility & Opportunities for an entrepreneur				
5	2	Creating and Starting the Venture	Sources of new Ideas, Methods of generating ideas	B.N.1/B.N.12
6			creating problem solving	B.N.1/B.N.12
7			Product planning and development process.	B.N.1/B.N.12
8			Case Study: - Calamity to Prosperity, NIRMA	
CO: 2, 4				
LO: Develops awareness about creative problem solving techniques and methods for generating new ideas and product planning process.				
9	3	The Business Plan	Define, Nature and scope of Business plan,	B.N.1/B.N.12
10			Writing Business Plan	B.N.1/B.N.12
11			Evaluating Business plans, Using and Implementing business plans.	B.N.1/B.N.12
12			Marketing plan, financial plan and the organizational plan, Launching formalities.	B.N.1/B.N.12
13			Case Study:-(1)The Story of Redbus (2) A New Spin On Music.(Kuratko)	
CO: 4				
LO: Knowledge of Writing a Business Plan, evaluating it and understanding the basic concepts of Launching formalities for a organization				
14	4	Financing and Managing the new venture	Sources of capital,	B.N.1/B.N.12
15			Record keeping, recruitment, motivating and leading teams	B.N.1/B.N.12
16			Financial controls.	B.N.1/B.N.

			Marketing and sales controls.	12
17			E-commerce and Entrepreneurship, Internet advertising	B.N.1/B.N.12
18			Case Study: - Chinese Restaurant	
Assignment Submission				
CO: 3				
LO: Awareness about; various sources of raising capital, leading teams, E-Commerce & Internet advertising				
19	5	New venture Expansion Strategies and Issues	Features and evaluation of joint ventures	B.N.1/B.N.12
20			acquisitions, merges, franchising	B.N.1/B.N.12
21			Public issues, rights issues, bonus issues and stock splits	B.N.1/B.N.12
22			Case Study: - Amazon.com	
CO: 4				
LO: knowledge about New venture expansion strategies ;joint venture, merger, acquisition, franchise,				
23	6	Institutional support to Entrepreneurship	Role of Directorate of Industries, District Industries, Centers (DICs) Industrial Development Corporation(IDC), State Financial corporation (SFCs)	B.N.1/B.N.12
24			Commercial banks Small Scale Industries Development Corporations (SSIDCs), Khadi and village Industries Commission (KVIC),	B.N.1/B.N.12
25			National Small Industries Corporation (NSIC), Small Industries Development Bank of India (SIDBI) Case Study:- IndiaCo.	B.N.1/B.N.12
CO: 5				
LO: Awareness about various institutional support to entrepreneurs like KYIC,DICs, SFCs, SIDBI, etc				
26	7	Choice of organization	Sole Proprietorship, partnership	B.N.1/B.N.12
27			joint stock co., and co-operatives	B.N.1/B.N.12
28			Class Presentation	
29			Class Presentation	
30			Class Presentation	

CO: 1				
LO: Helps understand different type of firms and their structure like sole proprietorship, joint stock, stock splits and more				
31	8	Exit strategies and social responsibilities	Introduction, Reasons for existing and long-term preparation, short-term preparation,	B.N.1/B.N.12
32			Introduction of social responsibility corporate social responsibility, Dimensions of CSR	B.N.1/B.N.12
CO: 4				
LO: Awareness about Social responsibility of entrepreneurs(CSR),its different dimensions and exit strategies				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Charanthimath, Entrepreneurship development small business enterprises, Pearson education, 2008
2. Kuratko & Hodgetts, Entrepreneurship in The New Millennium, 2nd Indian Reprint, 2009, Cengage learning
3. Vasant Desai: Small scale Industries and Entrepreneurship, Himalaya Publishing House, 2009.
4. David H Holt Entrepreneurship: New Venture Creation, PHI 2009
5. Rajeev Roy, Entrepreneurship, Oxford University press 2009
6. Greene, Entrepreneurship 3rd edition cengage learning, 2008
7. B. K. Mohanty Fundamentals of Entrepreneurship PHI 2009
8. Barringer, Entrepreneurship Pearson education, 2008
9. Kanishka Bedi, Management and Entrepreneurship, Oxford University Press.
10. Desai Vasant, Dynamics of Entrepreneurship Development and Management, 2008, Himalaya Publishing House
11. Coulter, Entrepreneurship in Action, PHI Learning, 2008
12. Alpana Trehan, Entrepreneurship, Wiley India Pvt. Limited, 2011

VII: Notes:

1. Class participation in all activities is must and carries marks.
2. Class participation activity like Group discussion, etc. carries 4 marks.
3. Class presentation constitutes 4 marks for each student either in group or as individual.
4. Assignment submission of case study analysis carries 4 marks.
5. Attendance in class is compulsory and carries 4 marks.
6. One internal test to be conducted after the syllabus completion will carry 4 marks.

VIII Rubric for Internal Assessment			
		Subject: Entrepreneurship	
		MBA II Sem	
<p>Goal: Entrepreneurship education benefits students from all socioeconomic backgrounds because it teaches students to think outside the box and nurtures unconventional talents and skills. Furthermore, it creates opportunity, ensures social justice, instills confidence and stimulates the economy.</p>			
<p>Objective: The students develop and can systematically apply an entrepreneurial way of thinking that will allow them to identify and create business opportunities that may be commercialized successfully.</p>			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__%Students shows the exceptionally high understanding with the ground realities of starting & managing their own Entrepreneurial ventures.	__%students show high understandings with ground realities of starting and managing their own entrepreneurial ventures.	__%students show good understanding with ground realities of starting and managing their own entrepreneurial ventures.	__% students relate very few concepts with ground realities of starting and managing their own entrepreneurial ventures.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Business Ethics & Management by Indian Values

Session: Jan. – June

Class: M.B.A II SEM

I: Objective of the course:

The objectives of this course are to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

CO 1: Understand the relevance of Indian Ethos for further enrichment of holistic leadership principles and practices.

CO 2: Application of several important concepts and frameworks for moral reasoning to complex business issues.

CO 3: Application of ethics to business, management, and decision making.

CO 4: Provide insights to participants for developing leadership that is socially, environmentally and culturally responsible.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3	2	2		3
CO 2	3	3		2		1	1	2
CO 3	3	3		3	3	3	3	2
CO 4	3			3		3	3	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
SECTION A: PART I – BUSINESS ETHICS				
1	1	The Nature and Purpose of Ethical Reflections	Introduction, Definition of Ethics, Moral Behaviour, Characteristics of Moral Standards. Case Study- Ethical Reflection (Study Material).	B.N.1/2/3/8

CO: 1				
LO: Develops Moral Values, Standards and Ethics among the students				
2	2	Business Ethics	Mediating between Moral Demands and Interest, Relative Autonomy of Business Morality, Studies in Business Ethics.	B.N.1/2/3/8
3			Role of Ethics in Business, Theory of Voluntary Mediation, Participatory Ethics.	B.N.1/2/3/8
CO: 2				
LO: It enhances Ethical Values among the students and they are able to apply them in Business and Profession.				
4	3	Moral Responsibility	Introduction; Balanced Concept of Freedom, Individual Responsibility, Implications related to Modern Issues, Public Accountability and Entrepreneurial Responsibility.	B.N.1/2/3/8
5			Moral Corporate Excellence, Corporate Responsibility.	B.N.1/2/3/8
CO: 2				
LO: Students will be aware about their responsibility towards Business, Society and Country.				
6	4	Business Ethics and Individual Interest	Interest based Outlook, Impact of Interest on Moral Goals and Moral Principles.	B.N.1/2/3/8
7			Utilitarian Views on Business Ethics, Enlightened Egoism through case discussion. Case Study- Act Utilitarianism Applied to the Ford Pinto Release.	B.N.1/2/3/8
CO: 3				
LO: Develops and understanding about the philosophy of Utilitarianism and Enlightened Egoism among the students				
8	5	Duty ethics	Duty ethics in the Business Environment.	B.N.1/2/3/8
CO: 3				
LO: Develops and understanding of Duty-based or Deontological ethics among the students.				
9	6	Theories of Virtue	Productive Practices and Team Motivation.	B.N.1/2/3/8
10			Theories of Virtue: Prospects of Virtues in Business Ethics and Management Theory.	B.N.1/2/3/8
Assignment No.1				
CO: 2				
LO: 1.It enables the students to identify the prospects of Virtues in Business Ethics & Management Theory 2. It develops various Productive Practices and effective methods of Motivating the team members among the students.				
SECTION A: PART II – MANAGEMENT BY INDIAN VALUES				
11	1	Management, Culture and Ethos	Management, Culture and Ethos: Salient features of Indian Ethos, Basic Principles Of Indian Ethos in Management.	B.N.7/9
12			Role and Significance of Ethos in Managerial Practices, Management is Culture Bound.	B.N.7/9
CO: 1				

LO: It creates and awareness of Indian Ethos and Culture among the students.				
13	2	Sources of Indian Ethos in Management	Sources of Indian Ethos in Management: Vedas, Shastras.	B.N.9
14			Smrities, Puranas, Upnishads.	B.N.9
15			Ramayan, Mahabharat, Ramcharitamanas. Case study-Metro turns to Bhagwad Gita for management lessons	B.N.9
16			Arthashastra, Panchatantra, Hitopdesh.	B.N.9
17			Guru GranthSahib, Teachings of Buddha and Mahaveer.	B.N.9
18			The Holy Bible, The Holy Quran.	B.N.9
CO: 4				
LO: Student will get the basic knowledge of our Spiritual Granthas				
19	3	Models of Leadership and Motivation	Models of Leadership in Indian Thoughts - Examples from Scriptures.	B.N.9
20			Models of Motivation in Indian Thoughts - Examples from Scriptures.	B.N.9
CO: 1				
LO: It develops concept of Spiritual Leadership among the students.				
21	4	Human Behaviour	Human Behaviour – Indian Thoughts and Sanskara Theory, Guna Theory and its application in management.	B.N.7/9
CO: 1				
LO: It creates awareness about Indian thoughts, Gunas and Sanskaras.				
22	5	Karma Theory	Karma Theory, Nishkama Karma Yoga and Professionalism.	B.N.7/9
Assignment No.2				
CO:1				
LO: It develops the understanding of the ‘Doctrine of Karma’ and the concept of ‘Nishkama Karma Yoga’ and Professionalism among the students.				
23	6	Personal and Managerial Effectiveness	Personal and Managerial Effectiveness in Indian Thoughts - Management of theSelf.	B.N.3/7/9
24			Management of Body, Thoughts and Emotions.	B.N.7/9
25			Interpersonal and GroupEffectiveness.	B.N.3/9
CO: 2				
LO: It develops Interpersonal Skills and group effectiveness, self management among the students.				
26	7	Cultural Heritage of India	Cultural Heritage of India and its relevance for Modern Management.	B.N.9/10
27			Concept of ‘Pancha - Rina’ (five- fold debt).	B.N.9/10
28			Corporate Social Responsibility.	B.N.7/9/10
29			Four – fold Life Goals (PurusharthChatushtheya) and Business.	B.N.9/10
30			SanskaraValues Vs. Skills – Supremacy of Values over Skills, Role Vs. Self.	B.N.7/9/10
CO: 4				
LO: It develops the role of Individual towards society and country.				
31	8	Work Place Spirituality	Work Place Spirituality.	B.N.9/10

32	Case Study	Corporate Social Responsibility.	B.N.9
CO: 4			
LO: It develops the concept of Work Place Spirituality among the students.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

- 1.A. C.Fernando, Business Ethics and Corporate Governance, 2e Paperback – 2012, Pearson Education India.
- 2.Peter Pratley, The essence of Business Ethics, 2nd edition, Indian reprint, Prentice Hall of India Private Limited.
- 3.A.C Fernando, Business Ethics: An Indian Perspective, Pearson 2009
4. Weiss, Business Ethics concept & cases, 1st edition, 2009, Cengage Learning
- 5.Velasquez, Business Ethics, Concepts & Cases, 6th edition, 2009, PHI
6. Murthy, Business Ethics, 2009, Himalaya Publishing House
7. Dr.NeeruVasishth&Dr.Namita Rajput, Business Ethics & Values with Case Studies, Taxmann Publications Pvt. Ltd.
- 8.Al Gini, Case Studies in Business Ethics, 6th edition 2009, Pearson Education.
9. VeeraKaroli&Huma Zafar, Business Ethics & Management By Indian Values, Thakur Publishers, Bhopal.
10. Swami Someswarananda, Indian Wisdom for Management, Ahmedabad, AMA.2000.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Business Ethics and Management by Indian Values			
MBA II Sem			
<p>Goal: To understand how business ethics relate to overall competitiveness and corporate social responsibility. Students will also be able to understand what ethical leadership is and what constitutes social responsibility.</p>			
<p>Objective: To promote understanding of ethical conduct for business and the community, students will also be equipped with the skills which help them to recognize and resolve ethical issues in business. Also Students will be able to implement their own Indian ethical values on work place while taking decisions.</p>			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
____% students show high understandings of business ethics and application of Indian values in managerial decision making.	____% students show good understandings of business ethics and its concepts. Students show ability to apply Indian values in managerial decision making.	____% students showed little understanding of subject. And its concepts. Students are very little aware about application of Indian values in managerial decision making.	____% Students shows unawareness about the connection of subject with managerial decision making and need improvements.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Fundamentals of Financial Management****Session: Jan-June****Class: MBA - II Sem**

I: Objective of course: The Objective of the course is to understand the concept of Business Finance and it also aims at learning of financial tools and developing the skills of financial analysis and financial decisions

II: Examination: Internal Marks: 20 by way of class participation of 8 marks and 2 class tests for 12 marks. External exam: 80 marks. There will be two sections. Section A, theoretical, is worth 32 marks with 3 questions out of which student will attempt any 2. Section B will contain practical, numerical and case(s) having 5 questions and will be worth 48 marks and student will be require to attempt 3 questions with or without choice.

III: Course Outcomes (CO):

- C1 To Understand the Financial Management, sources of finance and describe basic financial decisions.
- C2 To analyze the financial statements by using various financial tools and application of FFS and CFS
- C3 Describe , Leverage, Budgeting, Cost of capital, Capital structure theories and analysis of the same by applying various techniques
- C4 Analyze the investment decisions by using various financial tools and understanding of working capital, dividend decision

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			1			
CO 2	1	3	3	1			2	
CO 3		2	3		2	2	2	
CO 4	1	2	3	2			3	2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1	1	Introduction	Financial concepts and Nature, Scope,	B.N.1

			Function and Objective of Financial Management. Concepts of Value Maximization and Profit Maximization.	
2			Investment, Financing and Dividend Decisions	B.N.1
CO: 1				
LO: Define Financial Management & Basic Financial Decisions Involved in Business				
3	2	Sources of finance	Long Term Sources of Finance	B.N.2
4			Short Term Sources of Finance	B.N.2
CO: 1				
LO: Describe Various Sources of Short Term and Long Term Sources of Finance				
5	3	Financial statement analysis	Ratio Analysis-Liquidity and Profitability Ratio	B.N.3
6			Solvency and Efficiency ratio	B.N.3
7			Numerical Questions	B.N.3
		Assignment- Based on Numericals/Case Studies		
CO: 2				
LO: Apply the financial tools for analysis of financial statements of companies				
8	4	Statement of changes in financial position	Fund flow statement	B.N.3
9			Practical questions	B.N.3
10			Cash Flow Statement	B.N.3
11			Practical Questions	B.N.3
13			Presentation	
CO: 2				
LO: Prepare and Analyze the Cash Flow & Fund Flow Statement of the Company.				
14	5	Leverage analysis	Computation and inferences of Degree of Operating Leverage, Financial Leverage and Combined Leverage.	B.N.4
15			Practical questions	B.N.4
CO: 3				
LO: Describe Leverage, various types of risk associated with it and computaion of leverage risk & Operating Risk & can analysis & recommend suggestive measures on the basis of analysis.				
16	7	Cost of capital and capital structure decision	Concept of Cost of Capital, Computation of cost of Equity, Debt and Quasi Capital	B.N.3
17			Weighted Average Cost of Capital	B.N.3

18			Practical questions	B.N.3
19			Capital Structure and its Theories	B.N.3
20			Practical questions	B.N.3
CO: 3				
LO: Describe the concept of Cost of Capital & Capital Structure Theories and Make use of these theories to determine optimum debt-equity mix				
21	8	Investment decisions	DCF and Non DCF methods of Investment Appraisal.	B.N.3
22			Non DCF Methods -Practical Questions	B.N.3
23			DCF Method-Practical Questions	B.N.3
24			Practical questions	B.N.3
CO: 3				
LO: Define the Capital budgeting Methods and Apply these methods to evaluate & Compare different types of Projects				
25	9	Understanding of working capital	Concepts, Components, Determinants and Need of Working Capital	B.N.2
26			Computation of Working Capital	B.N.2
27			Presentation	B.N.2
CO: 4				
LO: Describe the concepts & methods of Working Capital management and Apply the tools to measure the amount of working capital requirement for an organization.				
28	10	Dividend decision	Practices and Forms of Dividend in a Company	B.N.1
29			Residual Theory of Dividend	B.N.1
30			MM Model of Irrelevancy of Dividend	B.N.1
CO: 4				
LO: Describe the Forms & Practices of Dividend in a Company and Analyze the Market Price of Shares under various different circumstances				
31	6	Operational budgeting	Understanding the importance and process of Budgeting, Budget : Programme Budget	B.N.4
32			Fixed budget, Flexible Budget, Incremental Budget and responsibility Budgets. Concept and utility of Zero Based Budgeting, Rolling budget, Cash Budget and Operating budget.	B.N.4
		Assignment- Based on Numericals/Case Studies		
CO: 4				
LO: Define the process of Budgeting & Construct the various types of Budget for the organisation.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. I.M. Pandey, Financial Management, Vikas Publication House, 8th Ed., 2009
2. M.Y. Khan and PK Jain, Financial Management, Delhi, TMH, 4th Edition, 2007
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. S. P Gupta, Financial Management, Sahitya Bhawan Publication,
5. Brigham, Fundamentals of Financial Management, 10th, edition 2008, Cengage Learning,
6. Kulkarni, Financial Management, 2008, Himalaya Publishing House

7. Chandra Bose Fundamentals of Financial Management, PHI, 2009
8. Sharan.V. Financial Management, Pearson Education; Second Edition, New Delhi.
9. Prasanna Chandra, Financial Management, New Delhi, TMH, 2004
10. Keown, Financial Management- principles & application 10th Ed Pearson Education, 2008
11. Shapiro, Capital Budgeting & Investment Analysis, Pearson Education 2008
12. Reddy G. S., Financial Management, 2008, Himalaya Publishing House

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Fundamentals Of Financial Management			
MBA II Sem			
Goal : To acquire the skills necessary to manage a financial firm, to describe and apply financial concepts, theories, and tools, and to evaluate the role of technology and the legal, ethical and economic environment as it relates to financial institutions.			
Objective: To understand the theoretical framework of finance problems and issues and apply these concepts in practice. Through this students will be able to enhance their knowledge and understanding of financial management and will learn how managers should organize their financial transactions effectively.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
___Students	___Students	___Students	___Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students shows exceptionally high understanding of business finance concept. Students show skills of financial analysis and making financial decisions according to analysis. Students also show high familiarity with the financial tools and relationship of these tools with managerial decision making.	___% students show strong understanding of concepts but making mistakes. Some time found difficult to relate with practical aspect of subject.	___% students show good understanding of concepts, found difficult to solve completely and stuck between the problems. Required more conceptual clarity for relating practical and theory.	___% students show basic understanding of concepts, and found very much difficult to show relationship between financial tools and managerial decision making.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan**

Subject: Fundamentals of Operations Management
Class-MBA-II

Session: January- June

I: Objectives of course: The objective of this course is to help the students understand the concepts of production function, inventory control, quality control and application of technical models and techniques for solving production problems.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases/ practical problems.

III: Course Outcomes (CO):

1. To gain an understanding and appreciation of the principles and applications relevant to the planning, design, and operations of manufacturing/service firms.
2. Understand the interdependence of the operations function with the other key functional areas of a firm
3. Apply analytical skills and problem-solving tools to the analysis of the operations problems
4. Increase the knowledge, and broaden the perspective of the world in which you will contribute your talents and leadership in business operations.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3						1	
CO 2						3		
CO 3		3	3	1	3			
CO 4	2			3		1	2	

V: Session Plan:

Lecture No	Unit	Topic	Sub Topic	Reference
1	1	Introduction to Production and Operations	Introduction of OM, Nature of OM, Production function and its environment	B.N-1,B.N-2
2			Function of production/operation management, organization of production function	B.N-1,B.N-2

3		Management :	Productivity -definition, types of productivity, Factor affecting productivity	B.N-1,B.N-2
4			Methods for improving productivity, Standardized service strategy	B.N-1,B.N-2
5			Assembly-to-order strategy, Customized service strategy	B.N-1,B.N-2
CO: 1				
LO: To familiarize students with the basic concepts, models and statements of the operations management theory.				
6	2	Facilities Planning	Product Selection and Design, Service Design, Process and Technology Selection	B.N-1,B.N-5
7			Location of Manufacturing / Service Facility - Centre of Gravity Model and Median Model of location	B.N-1,B.N-5
8			Dimensional Analysis, Brown & Gibson Model	B.N-1,B.N-5
9			Location Decision-Case-Tata Nano	B.N-1,B.N-5
CO: 2				
LO: Students will understand the concept of product selection and design, and will understand the quantitative as well as qualitative aspects of facility locations.				
10	3	Layout of Manufacturing/ service facility	Introduction of Product layout, process layout, fixed position and group layout	B.N-3,B.N-5
11			layout design: Relationship based and Load-Distance cost matrix	B.N-3,B.N-5
12			Materials handling concepts	B.N-3,B.N-5
13			Practical problems and Test-I	B.N-3
Assignment I – Types of Layouts with suitable example				
CO: 1, 2				
LO: Become familiar with the types of layout designs and also understand the material handling concept in given layout				
14	4	Resources Requirement Planning	capacity planning, machines and labor planning	B.N-1,B.N-5
15			computation of number of machines and number of workers	B.N-1,B.N-5
16			Concept and Application of Learning Curve.	B.N-4,B.N-5

17			practical problems and Test-II	B.N-4,B.N-5
CO: 3				
LO: Become familiar with the planning of resources required for an organization, and also understand the concept of capacity and its important for manufacturing a product. Students will able to develop capacity alternatives to fulfill the requirements.				
18	5	Production Planning and Control	Aggregate Production Planning - Chase strategy	B.N-3,B.N-4
19			Level production strategy, Mixed strategy	B.N-3,B.N-4
20			Materials Requirement Planning	B.N-3,B.N-4,B.N-5
21			Practical problems and Test-III	B.N-3,B.N-4,B.N-5
CO: 3				
LO: Students will able to determine the quantity and timing of material requirements, and also to maintain the priorities for production process. Students will also able to use the tools of MRPs as bridge between master planning, purchasing and production.				
22	6	Operations Scheduling and Production Activity Control	Control for Mass Manufacturing: Assembly line balancing	B.N-3,B.N-4
23			batch processing, Job shop -n-jobs on single machine	B.N-3,B.N-4
24			n-jobs on Two/Three machines (Johnson’s Rule)	B.N-3,B.N-4
25			2-jobs on machines (Graphical method – Aker’s Algorithm)	B.N-3,B.N-4
CO: 2,3				
LO: Students understand the importance of allocation of resources to a project, scheduling of operations with batch production and mass production on different machines. Also understand the relationship among scheduling, planning and prioritization of projects and task.				
26	7	Quality Management	Evolution of Quality Concept,TQM,Quality Gurus (Juran , Crosby, Deming)	B.N-1,B.N-3,B.N-4
27			Statistical Process Control - Control Charts and their Applications	B.N-1,B.N-3,B.N-4
28			Acceptance Sampling, Operating Characteristics Curve and its applications	B.N-1,B.N-3,B.N-4
29			Quality Circles, Six Sigma, ISO 9000 & ISO14000.	B.N-1,B.N-3,B.N-4
30			TQM-Case Study-Industry perspective on Quality: Tom’s of Maine	B.N-5
CO:				

LO: To understanding the quality of products before manufacturing, within manufacturing and after manufacturing through quality control charts and understand the quality standard. Students also learn the corrective measures to improve the quality of products.

31	8	Emerging Trends in Operations Management	Business Process Reengineering (Principles and guidelines for implementation)	B.N-6
32			Theory of constraints	B.N-6

Assignment II - Theory of Constraints

CO: 2,4

LO: Students will understand the concepts of business process reengineering, its principles to redesign business process for achieving improvement in critical, contemporary measures of performance such as cost, quality, service and speed.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. K.ashwathappa, Production and Operation Management, Himalaya Publishing House.
2. R.B.Khanna, Production and Operation PHI private ltd. New Delhi, 2006
3. S.N. Chary, Theory and Problems in Production and Operations Management, TMH 6
4. R. Paneerselvam, Production and Operations Management, PHI Learning, 2009
5. B. Mahadevan; Operation Management; Theory and Practice' Pearson Education, Fifth Edition, New Delhi
6. Jack R. Meredith, Scott. M. Shafer, Operation Management for MBAs ,Wiley India edition

VII: Note:

1. There will be 2 individual assignments and 2 group presentations; group size will be 4-5 students.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, each carry 4 marks, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 4 marks.

VIII Rubric for Internal Assessment			
Subject: Fundamentals Of Operations Management			
MBA II Sem			
<p>Goal : To provide a general introduction to the field and demonstrate how excellence in designing and managing operations is a primary driver of business success. Students will develop an awareness of the principal operational issues that arise in all businesses, and they will acquire a skill set that will enable them to successfully address these issues.</p>			
<p>Objective: The course will provide the basic terminology, concepts and quantitative tools for describing, analyzing and improving business processes, and basic knowledge about operations strategy and supply chain management.</p>			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
<p>___% students fulfilled the different criteria of assessment excellently. They shown good subject knowledge, used correct terminology to explain the subject. Students showed complete understanding of ideas, questions and process of production functions and its problems.</p>	<p>___% students are able to articulate some perspectives of subject. Showed substantial understanding about ideas, questions and process of production functions and its applications.</p>	<p>___% students are able to relate with few perspective of Subject knowledge and showed little understanding of problem ideas and process of production function and its applications.</p>	<p>___% students are lacking in concept understanding, they find difficult to relate with concepts of production function and its applications.</p>

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE**

Lesson Plan

Subject: Human Resource Management

Session: Jan-June

Class: MBA II Sem

I: Course Objective: The objective of this course is to help the students develop an understanding of the dimensions of the management of human resources, with particular reference to HRM policies and practices at international level.

II: Examination faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 To make the students aware of the various concepts, process and practices of HRD in the present Corporate world.
- CO2 To enable the students to work as a catalyst who can enhance cordial work relations in an organization.
- CO3 To understand the concept of work-life balance along with their career advancement.
- CO4 To develop a holistic approach towards culturally diverse employees.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			3	1		3
CO 2		2		1	2	3	1	1
CO 3	1	1	2	3	1	2		1
CO 4		1		3		2	1	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	Introduction to HRM	Concept and Meaning of HRM	B.N. 3/B.N.2
2			Evaluation and Relevance of HRM	B.N. 3/B.N.2
3			HRM functions	B.N. 3/B.N.2
4			HRM in Indian and Global Scenario	B.N. 3/B.N.2
5			Human Resource Policies	B.N. 3/B.N.2
6			Case Study :Chaitanya Kaushal Trust	B.N. 5 Pg 33
CO:1				
LO: This Unit will help the students to understand the basic concepts of HRM, HRM functions and HR policies. This unit will also help the students to understand Indian and global Scenario in HRM.				
7	2	Procurement	Job Analysis, Job Description, Job Specification	B.N. 3/B.N.2
8			Human Resource Planning-Concept and Process	B.N. 3/B.N.2
9			Human Resource Information System. Steps of HRIS	B.N. 3/B.N.2
10			Recruitment, Sources of recruitment, Selection, Stages in selection process	B.N. 3/B.N.2
11			Global Scenario in HR Acquisition	B.N. 3/B.N.2
12			Case Study : Importance of Assumptions	B.N. 5 Pg 52
Assignment (Worksheet)				
CO:1,2				
LO: The second unit makes the students understand the Human Resource Acquisition Process and Global Scenario in HR Acquisition.				
13	3	Training & Development	Meaning and Importance	B.N. 4/B.N. 1
14			Training Methods	B.N. 4/B.N. 1

15			Process	B.N. 4/B.N. 1
16			Orientation	B.N. 4/B.N. 1
17			HRD mechanism, HRD for Organisational Effectiveness	B.N. 4/B.N. 1
18			Case Study: God Helps Celestine	B.N. 5 P.89

CO:1,2

LO: Human Resource Training and Development process and method will help the students to understand the development of effective training programmes. HRD mechanism for organizational effectiveness will be learnt by the students in this unit.

19			Basic Concepts Objectives and Process of Performance Appraisal Systems	B.N. 3/B.N.2
20			Performance verses Potential Appraisal	B.N. 3/B.N.2
21	4	Performance Appraisal	Types of Employee Appraisal Systems, New Trends in Performance Appraisal Systems at Global level,	B.N. 3/B.N.2
22			Succession Planning, Career Planning and Assessment Centers	B.N. 3/B.N.2
23			Case Study : The Bulge	B.N. 5 Pg139

CO:1,3

LO: This Unit will make the students understand Appraising and Improving Performance by Performance Appraisal Systems. It will also help to understand Potential Appraisal, Succession Planning and Career Planning used by MNCs for employees to improve their performance.

24			Job Evaluation, Incentive and Reward System, Objectives	B.N. 1/ B.N.3
25	5	Maintenance of Human Resources	Major Phases of Compensation Management, Cross-national variation in reward structures	B.N. 1/ B.N.3
26			Case Study : Troubles never come singly	B.N. 5 P.125

CO:1

LO: This Unit will help the students to understand the importance of Job Evaluation Incentive and Reward System. The various methods of calculating the wages will also be learnt by the

students.				
27	6	Knowledge Management	HRM Knowledge & knowledge transfer, knowledge and situation cognition	B.N. 1/ B.N.3
28			Implications for knowledge transfer, knowledge management in multinational companies,	B.N. 1/ B.N.3
29			Knowledge management & International HRM.	B.N. 1/ B.N.3
30			Case Study- A Foreign Business Partner	B.N. 5 P. 197
31	Presentation			
32	Presentation			
CO:4				
LO: The last Unit makes the students understand the importance of Knowledge Management in various multinational companies & International HRM.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 V. S. P. Rao, Human Resource Management, Vikas Publications.
- 2 Dessler, Verckey, Human Resource Management, Pearson Education, 2009
- 3 K. Asawattthapa International Human Resource Management, TMH, 2007
- 4 Subba Rao, Essential of HRM and Industrial Relation, 2008, Himalaya Pub. House
- 5 H. Kaushal: Human Resource Development, MacMillan

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII Rubric for Internal Assessment			
Subject: Fundamentals of Human Resource Management			
MBA II Sem			
Goal: To provide a strong grounding in broad-based fundamental human resource management knowledge and skills to prepare students for meaningful and productive careers as human resource managers and professionals.			
Objective: To develop the student's ability to think critically and analyze opportunities to improve organizational performance through human resources management and also to provide student with analytical skills to utilize Human Resources metrics and technological applications to enhance the effectiveness of recruitment, training, development and retention of human resources.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organizational working.	___% students shows good understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organizational working at some extant	___% students show little understanding of the dimensions of the management of human resources but students find it difficult to connect the various theories of human resources with organizational working.	___% students show very basic understanding of subject and incapable to connect various aspects with organizational working.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE
Lesson Plan

Subject: Fundamental of Marketing Management
Class: MBA – II Sem

Session: Jan. - June

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be worth 80 marks. It will have two sections, A and B section. Section A, worth 60 marks, will consist for 6 theory questions out of which student will be required to attempt any 4 questions. Section B, worth 20 marks, will consist of a case study.

III: Course Outcomes (CO):

- CO1 Understand the dynamics of marketing in business
- CO2 Relate marketing theories to practical situation
- CO3 Develop unique marketing mix
- CO4 Construct sales plan and professional interactive presentation

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2				1			2
CO 2		2						
CO 3		3	2		2		3	2
CO 4		1				2	3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Marketing Concepts	Introduction to Marketing, Customer Value & Satisfaction, Customer Delight, Difference Between Marketing and Selling	B.N. 1
2			Marketing Philosophies, Customer Value Chain	B.N. 1, 2
3			Marketing Mix & Corporate Strategies	B.N. 1
4			Scanning Marketing Environment Case: Ramsay Bakery Ltd., Biplab Bose, 3 rd Edition, pp. 140	B.N. 1, 4
Assignment: Analyze the Case and Submit the Write-up				
CO: 1,2,3				
LO: Identify core concepts of marketing and the role of marketing in business and society.				
5	2	Market Segmentation, Targeting & Positioning	Introduction to Segmentation, Types & Levels	B.N. 2, 4
6			Requirements of Effective Segmentation, Procedure of Segmentation Case: Segmenting Rural Markets, Kotler, South Asian Edition (13 th), pp. 209	B.N. 1, 2, 7
7			Evaluating Segmentation and Steps of Selecting a Segment.	B.N. 1, 2, 8
8			Positioning Strategies, Tools for Competitive Differentiation	B.N. 3, 6
Assignment: Take a Product, Develop its Positioning Strategy and Submit the PPT.				
CO: 1				
LO: Describe major bases for segmenting consumer and business markets; understand how different situations in the competitive environment will affect choices in target marketing & how to position a product in market.				
9	3	Product Decision	Defining Product, Levels of Product, Product Mix Case: P & G's New Connect – And – Develop Approach to Innovation, Kotler, South Asian Edition (13th), pp. 562	B.N. 1, 2, 5
10			Product Life Cycle	B.N. 1, 4
11			Product Diffusion Process	B.N. 4, 8
12			New Product Development	B.N. 1, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Process	
13			Branding, Packaging & Labeling	B.N. 2, 4
CO: 2				
LO: Understand the fundamental concepts of product and brand development and management				
14	4	Pricing Decision	Defining Pricing, Pricing Methods & Strategies	B.N. 1, 2
15			Factors Affecting Pricing, Transfer Pricing, High Seas Pricing Case: Peakon Electronics System Ltd., Biplab Bose, 3rd Edition, pp. 295	B.N. 1, 4
16			Demand Forecasting, Price Elasticity, Pricing Decision Framework	B.N. 1, 3, 4
Assignment: Group Activity on Analyzing Pricing Strategies of Various Companies				
CO: 2				
LO: Understanding different pricing methods its application in the business world.				
17	5	Distribution Decision	Defining Distribution, Importance, Functions of Distribution Network	B.N. 2, 4
18			Deign of Distribution Network, Channel Members	B.N. 1, 2, , 4
19			Channel Management, VMS and HMS (In-class Discussion of Case)	B.N. 4
20			Wholeselling and Retailing, Logistics	B.N. 1, 2, 4
Assignment: Watch Video Case on <i>Mumbai Dabbawala</i> for In-class Discussion				
CO: 2				
LO: Identify the costs and benefits of marketing channels; discuss the firms and the functions involved in typical channels in India.				
21	6	Promotion Decision	Marketing Communication and Its Process	B.N. 1, 2, , 4
22			Promotion Mix & IMC	B.N. 1, 2
23			Advertising, Personal Selling & Sales Promotion	B.N. 1, 4
24			Publicity, Public Relation and Direct Marketing	B.N. 1, 2
CO: 2, 3				
LO: Understanding the role of promotion mix in marketing.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
25	7	Marketing Strategies for Leaders, Followers and Challengers	Expanding & Defending Market Share	B.N. 4
26			Defining Strategic Object and Openness,	B.N. 2, 4
27			Follower's Strategies Case: Maruti Udyog Ltd. - I, S Neelamegham, 3rd Revised Edition, pp. 85	B. N.1, 3, 5
28			Choosing Attacking Strategies.	B.N. 1, 2
Assignment: Select a Sector; Find out its Leader, Challenger, Followers and Nicher and Submit a Strategic Analysis				
CO: 1				
LO: Ability to formulate marketing strategies that incorporate leaders, challenges, followers and Nichers.				
29	8	Emerging Trends in Marketing	Internet Marketing, Multi-Level Marketing, CRM	Book 1, 2, 4
30			CRM Process & Importance to Business, E-Marketing	Book 1, 2, 4
31			Green Marketing, Event Marketing, Rural Marketing, Cause Related Marketing, Event Marketing	Book 1, 4
32			Case: Facebook vs. Whatsap: 2014	
CO: 3				
LO: Acknowledge the emerging trends in marketing.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kotler, Keller, Koshy, Jha, Marketing Management– A South Asian Perspective, Pearson, 13th Edition, 2008.
2. Kurtz, Principles of Marketing, Cengage Learning, India, 2008
3. S. Neelamegham, Marketing In India, 3rd Edition, Vikas publishing house, 2009
4. Biplo Bose, Marketing Management, 2008, Himalaya Publishing House.
5. West, Ford, Ibrahim, Strategic Marketing, Oxford University, 2009
6. Evans, Marketing Management Cengage Learning, India, 2008
7. Paul Baines, Chris Fill, Kelly Page, Marketing, Oxford University Press, 1st Edition 2009
8. Winner Marketing Management, 3rd edition Pearson 2009

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: For Fundamentals Of Marketing Management			
MBA II Sem			
Goal : To familiarize the students with the basic concepts and principles of marketing, and help them in understanding the basic marketing language.			
Objective: Provide students the understanding of marketing environment, marketing information system, customer relationship management, strategic issues in marketing for competitiveness. Also give them insight into conceptual framework, covering basic elements of the marketing mix; globalisation of marketing for organisational growth.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of modern marketing concepts, tools, and techniques, shows the abilities and skills required for the performance of marketing functions.	___% students shows high understandings about modern marketing concepts, tools, and techniques, shows reasonably good abilities and skills required for the performance of marketing functions.	___% students shows good understandings about modern marketing concepts, tools, and techniques, shows abilities and skills at some extent which required for the performance of marketing functions.	___% students relate very few concept of marketing and need improvements.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Operations Research in Decision Making**Session:** Jan-June**Class:** MBA II Sem

I: Objective of the Course: The objective of this course is to help the students acquire quantitative tools, and use this tool for the analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.

II: Examination: The faculty member will award marks out of a maximum of 20 marks (Internal Evaluation).

The semester examination will be worth 80 Marks (External evaluation). It will have two sections A & B, Section A worth 20 will consist of 3 theory questions out of which student will be required to attempt any two questions. Section B worth 60 marks will have 5 numerical problem out of which student will require attempting any four questions.

III: Course Outcomes (CO):

CO1 Understand the basic concepts of different advanced models of operations research and their applications.

CO2. Apply the models to incorporate rational decision making process in real life situations.

CO3. Formulate organizational problems into OR models for seeking optimal solutions.

CO4. Understand & use analytical and numerical techniques to make predictions and decisions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2					3	2	
CO 2	3	3	3	2		2	3	
CO 3		2			1	3		
CO 4		3	3		3		2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Quantitative Techniques And Operation Research	Meaning, Scope of Quantitative Techniques	B.N:2, B.N:9

2			Operations Research In Management, Advantages And Limitations of Quantitative Techniques.	
CO: 1				
LO: To familiarize students with the basic concepts, models and statements of the operations research theory.				
3	2	Linear Programming	Meaning of Linear Programming, Advantage And Limitations of LPP, General Mathematical Formulation	B.N:2, B.N:9
4			Graphical Analysis of LPP	
5			Simplex Method, Minimization case	
6			Big-M Method	
7			Simplex Method, Maximization case	
8			Two-Phase Method of simplex	
9			Duality And Post Optimality	
CO: 2, 3				
LO: Solve linear programming problems using appropriate techniques and optimization solvers, interpret the results obtained and translate solutions into directives for action.				
10	3	Assignment Problem	Assignment Model As A Particular case of Transportation Problem	B.N:5, B.N:9
11			Formulation of Assignment Problems, Solution of Assignment Problems Using Hungarian Method (Minimization)	
12			Hungarian Method (Maximization), Solution of Assignment Problems Using Hungarian Method (Route Allocation)	

13			Travelling Salesman (Stage Coach),	
A-1: First Assignment (Worksheet)				
CO: , 2,3				
LO: Able to assign the given jobs to some workers on a one-to-one basis when times of performances are given for each combination and it is desired to complete the jobs in the least time.				
14	4	Transportation Model	Introduction of Model, Basic Feasible Solution through NWCR,LCM, RM,CM & VAM	B.N:6, B.N7
15			Vogel's Approximation Method, Optimization (maximization)	
16			Modified Distribution Method	
17			Modified Distribution Method	
18			Stepping Stone Method	
A-2: Second Assignment (Worksheet)				
CO: 3,4				
LO: Able to identify the optimal way of shipping goods from various sources to different markets so as to minimize the total cost involved in the shipping.				
19	5	Game Theory	Introduction To Games, Maximin And Minimax Principles, Pure And Mixed Strategies	B.N:4 , B.N:8
20			Solutions of Games Using – Algebraic and	
21			Graphical Methods	
22			Game Theory and Linear Programming	
CO:3, 4				
LO: Propose the best strategy using decision making methods under uncertainty and game theory				
23	6	Replacement Models	Introduction, Scope In Management, Individual Replacement	B.N:3, B.N:11

24			Individual Replacement with time value of Money	
25			Group Replacement	
A-3: Third Assignment (Worksheet)				
First Group Assignment: Importance of LPP in various Management field				
CO: 3,4				
LO: Will be able to prepare a plan of action regarding the steps to be followed while carrying out a particular replacement activity				
26	7	Simulation & Computer Solutions	Introduction to Simulation, Monte Carlo	B.N:5, B.N:9
27			Technique and Its Applications	
CO:3,4				
LO: Represent strategic situation as a game and obtain adequate solution to the situation with the help of game theory.				
28	8	Waiting Line Models :	Introduction, Scope in Management Decisions, Probability Calculations	B.N:6, B.N9
29			Queuing Models M/M/1 (Infinite & Finite Model)	
A-4: Fourth Assignment (Worksheet)				
CO: 2				
LO: Can use waiting line models to estimate system performance & make managerial decisions				
30	9	Dynamic Programming	Nature of Dynamic Programming Problem, Dynamic Programming Solutions	B.N:2, B.N:10
31			Integer Linear Programming: Meaning, Application, Integer Programming Algorithm (Branch & Bound Algorithm, Cutting Plan Algorithm)	
CO: 2,4				
LO: Able to solve multi-level decision problems using dynamic programming method using deterministic and stochastic dynamic programming approaches.				

32	10	Markov Chain Analysis	Computation Of Sequential Probability Of States For Different Periods, Steady State Probability of States And Application of Markov Chain	B.N:3, B.N:12
Second Group Assignment: How OR helps in business decisions?				
CO: 4				
LO: Propose the best strategy using decision making methods under uncertainty and game theory.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Anderson, Introduction to Management Science Cengage Learning 4thedi, 2008
- 2 Hamdy A.Taha, Operations Research: An Introduction, Pearson 2008
- 3 N.D Vora, Quantitative Techniques in Management, McGraw Hill Publications.
- 4 Chawla, Operation Research, Kalyani Publication Ludhiyana,2009
- 5 Sharma J.K, Operation Research, 2008, Himalaya Publishing House
- 6 Kalawati, Operations Research, Vikas Publication Pvt.ltd.2008
- 7 Winston,Operation Research Application and Algorithm, Cengage Learning 2008
- 8 Krajewski, Ritzmen, Malhotra, Operations management: Process & value, Pearson 2008
- 9 V. K. Kapoor, Problems and Solutions in Operations Research, New Delhi, Suitan Chand and Sons, 2001
- 10 F. Hillier, Introduction to Operation Research, TMH, 2005
- 11 Bobby Srinivasan and C.L. Sandblom, Quantitative Analysis for Business Decisions, Singapore, McGraw Hill Publications, 2001
- 12 C.R. Kothari, An Introduction to Operational Research , New Delhi, Vikas Publications, 3rd Ed., 2009

VII: Note:

- 1 There will be Four home assignments, each carry 1 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII Rubric for Internal Assessment Subject: Operation Research for Business Decisions MBA II Sem			
<p>Goal : To make students able to use operation research as a helpful tool for solving complex problems under uncertainty, and understand methods that quantify issues and give business managers a better basis for making decisions.</p> <p>Objective: To familiarize students with the basic concepts, models and statements of the operations research theory so that students will be able to understand how to solve a real-world problem and obtain the right solution with the application of appropriate optimization tools.</p>			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__% Students are exceptionally good with the understanding of quantitative tools. Students are able to analyze these tools and also able to relate application of these tools with real life situations.	__% Shows high understanding of subject and relate tools and techniques with real life managerial problems at some extent.	__% students have basic understanding of concepts and getting stuck between the problems, they find it difficult to relate it with real life managerial problems.	__% of students found difficulty to understand the concept. Students fails to correlate concepts with real life managerial problems, need more practice for improvement.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Object Oriented Programming using C++**Session:** July - Dec**Class:** MBA - III Sem

I: Objective of course: The objective of this course is to help students to understand the concepts of Object Oriented programming using C++ and their use in organization and processing complex business information. Information system so as to enable them to make more efficient use of information for decision making.

II: Examination The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have 7 questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO 1 Understand the fundamentals of object oriented design, and have the ability to apply them.
- CO 2 To develop an application using OOP principles and proper program structuring
- CO 3 Demonstrate the concepts of polymorphism and inheritance
- CO 4 Learn error and exception solution in C++ programs

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	1					
CO 2		2				3	3	
CO 3		3	1			2		
CO 4	2		1					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Object Oriented Programming	Introduction, Advantages of Object Oriented Programming	B.N. 9
2			Procedural versus Object Oriented Languages	B.N. 9
3			The concept of Objects, Classes	B.N. 9

4			Encapsulation, Data Binding	B.N. 9
5			Inheritance and Polymorphism	B.N. 9
A-1. First assignment, submission within 3 days				
CO: 1, 2 & 3				
LO: Understanding the concept and use of Object oriented programming and its difference with other languages				
6	2	Programming with C++	General forms of a C++ programme, I/O with cout and cin	B.N. 9
7			Types of operators, scope resolution operator	B.N. 9
8			Data types used in C++	B.N. 9
9			Working with loops, For while, do-while	B.N. 9
10			if-else, switch and conditional statements	B.N. 9
11			Unions and classes	B.N. 9
12			Constructors and destructors	B.N. 9
13			Member functions	B.N. 9
A-2. Second assignment, Submission within 3 days				
CO: 2 & 4				
LO: Technical and practical working of Basic C++ Programs, syntax Classes and Objects, Conditional statements and its applications				
14	3	Arrays & Pointers	Introduction to arrays of objects	B.N. 3
15			Pointer to object	B.N. 3
16			Function: General form, Prototypes	B.N. 3
17			Passing objects to functions	B.N. 3
18			Recursion and references.	B.N. 3
A-3. Group assignment, Submission within 5 days				
CO: 1 & 2				
LO: Awareness of the concepts of Arrays and Pointers				

19	4	Inheritance	Multilevel and Multiple Inheritance	B.N. 3
20			Application of Constructor, Destructor	B.N. 3
21			Private, Public and Protected access	B.N. 3
22			Function and operator overloading.	B.N. 3

A-4. Presentations**CO: 1****LO:** Understanding the Inheritance programming concept in object oriented software development.

23	5	Functions & Templates	Virtual function, Pure virtual function	B.N. 3
24			Polymorphism, generic functions	B.N. 3
25			Overloading of templates and functions	B.N. 3
26			Standard parameters with template functions	B.N. 3
27			Applying generic functions, and generic class.	B.N. 3

A-5. Class test**CO: 1 & 3****LO:** Awareness and application of the polymorphism concept

28	6	File and Exception handling	Introduction to templates and Exception handling	B.N. 3
29			File Classes, Opening and Closing a file	B.N. 3
30			Reading and writing a text file,	B.N. 3
31			Detecting EOF	B.N. 3
32			Examples of exception handling	B.N. 3

CO: 2 & 4**LO:** Knowing benefits of OOPS Exceptional handling mechanism compared to other Programming Language, application of C++ programs to implement error handling techniques using exception handling

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

- 1 Thampi, Mantha, Object oriented programming in C++,2010,dreamtech press
- 2 Farrell, Object oriented programming using C++ ,1st , 2009 Cengage Learning
- 3 E Balagurusamy, Object Oriented Programming With C++, 4e TMH 2009
- 4 Jyoti Singh Object Oriented Systems & Concepts of C ++,2010,Excel Books 25
- 5 Kamthane,Object-Oriented Programming with ANSI and Turbo C++,2010
- 6 Bhavne-Object-Oriented Programming with C++, 2010,Pearson
- 7 Subhash,Object Oriented Programming in C++, 2010.Pearson
- 8 Forouzan,Computer science:A structured app. Using C++,2 nd 2009 Cengage
- 9 Bajarne Strustrup, “The C++ Programming Language”, Addison-Wesley, NewYork,
- 10 Scott Meyers, “Effective C++”, Addison-Wesley, New York,
- 11 Walter Savitch, “Problem Solving with C++”, Addison-Wesley, New York,

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Object Oriented Programming using C++			
MBA III Sem			
Goal : Students should be able to understand the basic components of an object-oriented program including methods and attributes.			
Objective: The objective of this course is to help students to understand the concepts of Object Oriented programming using C++ and their use in organization and processing complex business information.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student will be able to understand the structures required to write basic algorithms, the components of simple text and graphics based interfaces.	% students have lesser understanding of the the structures required to write basic algorithms, the components of simple text and graphics based interfaces.	% Offers minimal understanding of the concepts of the structures required to write basic algorithms, the components of simple text and graphics based interfaces.	% Have Low degree of connection & attempt to identify and summarize the subject accurately.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Management Information System**Session:** July - Dec**Class:** MBA - III Sem

I: Objective of course: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have 7 questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO):

CO1. To understand the use of information system in Business operations

CO2. To learn the process and development of Management Information System

CO3. Awareness of computer operation of Manual Information System

CO4. Helps in Managerial Decision Making, with the support of Information System

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	1					
CO 2		2				3	3	
CO 3		3	1			2		
CO 4	2		1					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to MIS	The meaning and use MIS	B.N. 9
2			System View of Business, Process of MIS,	B.N. 9
3			Development of MIS within the organization, Management Process,	B.N. 9

4			Information Needs, System Approach	B.N. 9
5			Systems Approach in Planning MIS	B.N. 9
6			Systems Approach in Organizing and Controlling	B.N. 9
A-1. First assignment, submission with in 3 days				
CO: 1				
LO: Understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision-making.				
7	2	Planning MIS	Information system at various levels of Management (TPS,OAS,DSS)	B.N. 9
8			Information system at various levels of Management(HRIS,ESS,KWS)	B.N. 9
9			Planning of MIS	B.N. 9
10			Types of Plan	B.N. 9
11			Implementation of Management Information System	B.N. 9
12			Controlling Management Information System	B.N. 9
A-2. Second assignment, Submission within 3 days				
CO: 2				
LO: Analyze and synthesize business information needs to facilitate evaluation of strategic alternatives.				
13	3	Data processing and Computer systems	Fundamentals of Data Processing	B.N. 12
14			Sources and flow of Data	B.N. 12
15			Components of Computer Systems	B.N. 12
16			Flow Charts, Examples of Flow chart	B.N. 12
17			Conversion of Manual to Computer Based Systems	B.N. 12
18			Computer Systems Software, Application Software, Telecommunication Modem	B.N. 12

A-3. Group assignment, Submission within 5 days				
CO: 2 & 3				
LO: Apply Management Information Systems knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.				
19	4	Managerial Decision Making	Decision Making, Definition	B.N. 10
20			Types of Decisions- Unstructured, Semi-structured and Structured decisions	B.N. 10
21			Decision Support System	B.N. 10
22			Components of Decision Support System	B.N. 10
23			Difference between MIS and DSS	B.N. 10
24			Examples of DSS	B.N. 10
A-4. Presentations				
CO: 4				
LO: Effectively communicate strategic alternatives to facilitate decision-making.				
25	5	System Design	System design consideration	B.N. 10
26			Input/output design	B.N. 10
27			Forms design	B.N. 10
28			File organization and database	B.N. 10
29			Data management	B.N. 10
30			File design	B.N. 10
31			Program design	B.N. 10
32			Control and security	B.N. 10
A-5. Class test				
CO: 2 & 3				
LO: Understanding the application of system design and database management.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI : Book Reference:

- 1 Sushila Madan, Management Information System,2010,Taxmann's
- 2 Goyal , Management Information System 3/e,2010 Macmillan Publishers
- 3 Arora & Bhatia Management Information Systems,2010,Excel Books
- 4 Management Kumar & Gupta Information Systems 2010,Excel Books
- 5 Laudon,Management Information Systems: Managing the Digital Firm, 11/e, Pearson
- 6 Managing and using Information Systems,3rd edn , 2009, Wiley
- Reference books:
- 7 Rainer, Introduction to Information Systems: Supporting and Transforming Business ,2 nd Edn ,2010, Wiley
- 8 McLeod-Management Information Systems 10/e, Pearson
- 9 O'brien, James,Management Information System (SIE), 9e TMH 2009
- 10 JawadekarWaman,Management Information Systems:Text & Cases, 4e TMH 2009
- 11 Davis, Keith,Management Information Systems, 2e TMH 2009
- 12 Sinha and Sinha, Computer Fundamentals, BPB publications,2009

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Management Information System			
MBA III Sem			
Goal : Understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision-making.			
Objective: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student can apply Management Information Systems knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% students have lesser knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Offers minimal knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Have Low degree of knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.

IX : Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** RDBMS using ORACLE
Dec**Session:** July -**Class:** MBA - III Sem**I: Objective of course:** The objective of this course is to help students to understand the basics of Relational Database Management System, and back-end Tool using ORACLE and their use in organization and processing complex business information.**II: Examination:** The faculty member will award internal marks out of 20 (10 marks for the internal performance of the student and 10 marks for viva voce). The semester examination carrying 80 marks will have 7 questions out of which students will be required to attempt any 5 questions.**III: Course Outcomes (CO):**

CO 1 To understand the basics of Relational Database Management System

CO 2 Managing the data into well organized manner

CO 3 Learn the SQL query languages in DBMS

CO 4 Learn the concept of centralize database using data mining and data warehousing

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		1		2		1	
CO 2	1		1				2	
CO 3			2					
CO 4	2		3		3		3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Database Management Systems	Introduction to Data, Database, Database Management Systems	B.N. 9
2			Types of Database Management Systems	B.N. 9
3			Relational database management systems	B.N. 9

4			Hierarchical database management systems	B.N. 9
5			Network database management systems	B.N. 9
6			Object oriented database management systems	B.N. 9
7			Entity Relationship Model (E-R Model)	B.N. 9
8			Normalization Theory	B.N. 9
9			Codd's Rules for RDBMS	B.N. 9

A-1. First assignment, submission within 3 days

CO: 1 & 2

LO: Awareness about theory and application of Database Management Systems and other Relationship models in practical working situation.

10			Concepts of RDBMS, Components of RDBMS	B.N. 9
11			Introduction to SQL	B.N. 9
12			Data Definition language, Data Manipulation Language, Query Language, Data Control Language	B.N. 9
13			Cartesian Product and Joins	B.N. 9
14			Use of Union	B.N. 9
15			Use of Intersection, Minus	B.N. 9
16			SQL operators and functions	B.N. 9
17			SQL select statement and type of queries	B.N. 9
18			Exists, Group by Having and Like clause in SQL	B.N. 9

2

Relational Database Management Systems

19			View, Sequence and synonyms	B.N. 9
20			Creating reports using SQLPLUS	B.N. 9
A-2. Second assignment, Submission within 3 days				
CO: 1 & 3				
LO: Understanding and learning concepts of Relational Database Management Systems, SQL language commands and their utility in Computer programming.				
21	3	SQL/PLSQL	Introduction to PL/SQL	B.N. 3
22			The PL/SQL block constructs	B.N. 3
23			Using variables and SQL statement in the PL/SQL block	B.N. 3
24			PL/SQL constructs like If..Else..End if, Loop. .End loop, while loop	B.N. 3
25			working master detail relationship	B.N. 3
26			Writing triggers informs and creating list of values with cursors	B.N. 3
27			Creating and using stored functions	B.N. 3
28			Procedures and packages	B.N. 3
CO: 3				
LO: Basic knowledge about PL/SQL, The PL/SQL block constructs, learning of loops				
29	4	Advanced Database Concepts	Data mining, data warehousing-design	B.N. 3
30			Online Analytical Processing (OLAP)	B.N. 3
31			Transaction management	B.N. 3
32			Failure & recovery of Data	B.N. 3
A-3. Presentations				
CO: 4				
LO: Understanding the Advanced Database Concepts, knowledge about Data mining, Data warehousing and Data recovery				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Dasgupta, Database management System, Oracle, SQL & PL/SQL 2010, PHI, Learning
- 2 Deshpande, SQL & PL/SQL for Oracle 10g Black Book, 1st Edn,2007,
- 3 Dreamtech Dreamtech, Oracle 10g Administration in Simple Steps,1edn ,2008, Dreamtech
- 4 Harrison-Oracle Performance Survival Guide A Systematic Approach to Database,2010 Pearson
- 5 Ramez Elmasri & Shamkant B. Navathe, “Fundamentals of Database Systems”, Addison-Wesley, New Delhi
- 6 Ivan Bayross, “SQL / PLSQL”,BPB Publications, New Delhi
- 7 Abrahan Sliberschatz, Henery F. Korth, S. Sundershan, “Database System Concepts”, Mc Graw Hill Inc., New York
- 8 Bipin C. Desai, “An Introduction to Database Systems”, Golgotia Publications
- 9 Ivan Bayross, “Commercial Application Development using Oracle / Developer 2000 Form 5”, BPB Publications, New Delhi

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: RDBMS using ORACLE			
MBA III Sem			
Goal : To have a broad understanding of database concepts and database management system software			
Objective: The objective of this course is to help students to understand the basics of Relational Database Management System, and back-end Tool using ORACLE and their use in organization and processing complex business information.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students can design, implement, and evaluate a computer-based system, process, component, or program to meet desired needs.	% students have lesser knowledge of design, implement, and evaluate a computer-based system, process, component, or program to meet desired needs.	% Offers minimal knowledge of computing and mathematics appropriate to the discipline.	% Have Low degree of knowledge and skills for concepts and database management system software

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Project Management

Session: Jul-Dec

Class: MBA- III

I: Objectives: To develop understanding of project planning. To develop ability to monitor and control projects and risk involved. To become familiar with tools and techniques used in managing projects.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 32 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 48 marks will contain five numerical out of which students will be required to attempt any three questions.

III: Course Outcomes (CO):

- CO1 Understand the Concepts of Project management at the individual, team and organizational level and also understand the Team-building skills required to support successful performance
- CO2 Practical applications of project management to formulate strategies allowing organizations to achieve strategic goals. And give a perspective of leadership effectiveness in organizations
- CO3 Learn to develop a project scope while considering factors such as customer requirements and internal/external goals
- CO4 Develop Critical-thinking and analytical decision-making capabilities to investigate complex business problems to propose project-based solutions

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	2			2	1
CO 2	1	3	3	3	3	2	2	2
CO 3	1	1	2	2	3	2	2	3
CO 4		3	3		3		1	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	1	Project Management	Introduction to Project Management	B.N-6,B.N-5
2			Characteristics and types of projects	B.N-6,B.N-5
3			Gaining importance, project life cycle and its phases	B.N-6,B.N-5

CO: 1

LO: Understand the meaning of project management and to understand the importance of project management as it effects strategy and business success
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Lecture No.	Unit No.	Topic	Sub-topic	Reference
4	2	Project Selection	Project selection, non quantitative and scoring models	B.N-2,B.N-8
5			technical analysis and technology selection,	B.N-2,B.N-5
6			market potential analysis	B.N-2,B.N-5
7			techniques of long term forecasting	B.N-2,B.N-5
CO: 2				
LO: 1.understand the methods of project selection and importance of strategic planning, of priority setting 2.understand project prioritization methods and scoring models and project forecasting				
8	3	Financial Analysis	Financial feasibility, determinants of cost of project	B.N-9,B.N-5
9			Project financing and deciding optimum capital structure	B.N-9,B.N-5
10			Cash flows from project and owner's perspective.	B.N-9,B.N-5
11			Project Appraisal	B.N-9,B.N-5
A1: Importance of Feasibility study in Current Scenario.				
CO: 2				
LO: 1.Adapt the Concept of Feasibility Analysis 2.understand various types of costs 3. understand the relationship between costs and schedules / the need for time based estimates 4.Understand estimates of times and costs which is fundamental to project success				
12	4	Financial feasibility with risk	Financial feasibility with risk. Types of risk	B.N-8,B.N-6
13			techniques of risk evaluation and its mitigation	B.N-8,B.N-6
14			Sensitivity analysis, Hiller's model	B.N-8,B.N-6
15			scenario analysis, simulation	B.N-8,B.N-6
CO: 4				
LO: 1.Understand the concept of risk and how risk differs from planned activities 2.Describe the different models of Sensitivity Analysis				
16	5	Network Analysis	Network analysis, construction of networks	B.N-8,B.N-7
17			CPM	B.N-8,B.N-7
18			various types of floats and their application	B.N-8,B.N-7
19			PERT and its applications	B.N-8,B.N-7
20			Practical Problems PERT	B.N-8,B.N-7
Class Test based on University Examination Pattern				
CO: 4				
LO: 1.understand the use and nature of a CPM and be able to define tasks, predecessors and successors 2.be familiar with project control mechanisms such as gant charts and networks				

Lecture No.	Unit No.	Topic	Sub-topic	Reference
21	6	Time Cost Relationship	Time cost relationship, crashing for optimum cost and optimum time	B.N-8,B.N-7
22			Practical Problems	B.N-8,B.N-7
23			Resource leveling	B.N-8,B.N-7
24			Introduction to project software and applications of MS Project	B.N-8,B.N-7
25			project manager's skills and functions	B.N-8,B.N-7

CO: 4

LO: understand the relationship between costs and schedules / the need for time based estimates also be able to compute early start / finish and late start/finish and critical paths and introduce the concept of slack and of crashing

26	7	Human Aspects of Project management	Matrix organization	B.N-5,B.N-6
27			Social Cost Benefit Analysis	B.N-5,B.N-6
28			UNIDO approach	B.N-5,B.N-6
29			Shadow pricing.	B.N-5,B.N-6

CO: 2

LO: ensure that all understand where and why project management and project leadership are different and where human aspect of project management is required.

30	8	Project Monitoring	Project monitoring, Earned Value Analysis	B.N-2,B.N-7
31			PMIS	B.N-2,B.N-7
32			Project Termination and Audit. Reasons for failure	B.N-2,B.N-7

A2: Why SCBA is important for Project evaluation

CO: 4

LO: 1. Understand the values of a project oversight function and practice within a company's management structure
2. Understand what an audit is, what its constituent parts are, and how an audit is best conducted and also the project closure process

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Gido Effective Project Management 3rd 2008 Cengage Learning
2. Gray & Larson, Project Management: The Managerial Process, 3e TMH 2010
3. Sunil Abrol, Cases in Project Management, 2010, Excel Books
4. Maylor-Project Management 3/e, Pearson,2010
5. Prasanna Chandra, Projects 6th edition, TMH publications
6. R.B. Khanna, Project Management, PHI publication.

7. Gopalakrishnan - Textbook of Project Management, 2005 - Macmillan Publishers
8. Rajiv M. Gupta, Project Management, PHI publication.
9. Vasant Dasai, Project management, Himalaya publication

VII: Note:

1. There will be 2 group assignments/presentations; group size will be 4-5 students.
2. There will be 1 major tests based on the practical and theory aspects of the subjects, marks of which will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 2 marks.

VIII Rubric for Internal Assessment Project Management			
Subject: Project Management			
MBA III Sem			
Goal : Students will be able to demonstrate analytical and critical-thinking skills in the context of organizational decision making.			
Objective: To develop understanding of project planning. To develop ability to monitor and control projects and risk involved. To become familiar with tools and techniques used in managing projects.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Can implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.	% Accurately described most of the outcomes and expectations for the project, project initiation tools/templates, but some were completed incorrectly	% described less than half of the outcomes and expectations for the subject Learned some project concepts, but few were missing	% Content is unclear, inaccurate, and/or incomplete; Knowledge about subject is weak or poorly gained.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Strategic Material & Supply Chain Management****Session: July - Dec****Class: M.B.A. III Sem**

I: Objectives of course: - This course would help students develop an understanding about the strategic role of supply chain, key issues of supply chain and the drivers of supply chain performance. The course would acquaint the students with various concepts, models and decision making tools pertaining to supply chain network design, forecasting, inventory, transportation etc. and also enable them to apply the tools in real-life situation

II: Examination The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases/Numerical.

III: Course Outcomes (CO):

1. This course will expose students to the challenges involved in managing supply chains.
2. To demonstrate the students the complexity of inter-firm and intra-firm coordination.
3. The subject focuses on relatively long term decisions involving the investment in productive resources, configuration of processes, product designs, and development of partnerships with suppliers and channels of distribution.
4. This course will enhanced student's ability to use analytical tools and conceptual frameworks to make decisions in supply chain contexts as well as a better understanding of the major strategic issues and trade-offs that arise in supply chain management.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							2
CO 2					2			
CO 3	2		3				1	
CO 4			3				1	

V: Session Plan:

Lecture No	Unit No.	Topic	Sub-topic	Reference
1	1	Material Management	Importance of materials management	B.N.1
2			Codification	B.N.1
3			Simplification	B.N.1
4			Value analysis	B.N.1
5			Value engineering	B.N.1
A-1 First Assignment Submission within 3 Days				
CO: 1				
LO: To understand factors that influence materials flow, Plan and control manufacturing systems, Improve communications and understanding of all functions in a manufacturing process				
6	2	Concepts and importance of a Supply Chain	Concept and Evolution of Supply Chain Management	B.N.5 & B.N. 6
7			Importance and Key issues of Supply Chain Management	B.N.5 & B.N. 6
8			Competitive and SC strategies	B.N.5 & B.N. 6
9			Achieving strategic fit	B.N.5 & B.N. 6
A-2 Second Assignment Submission within 3 Days				
CO: 1				
LO: Analyze the manufacturing operations of a firm and apply sales and operations planning, MRP and lean manufacturing concepts.				
10	3	Dynamics of supply chain:	Supply Chain Interventions,	B.N.5 & B.N. 6
11			Push-based, Pull-based SC	B.N.5 & B.N. 6
12			Push-Pull based supply chain	B.N.5 & B.N. 6
13			Network design in SCM	B.N.5 & B.N. 6
14			Operations in the Supply Chain	B.N.5 & B.N. 6

A-3 Group assignment Submission within 3 Days				
CO: 2				
LO: understand how supply chains behave in practice: reality and complexity and understand how to manage complexity in supply chains.				
15	4	Demand Forecasting in a Supply Chain	Demand Forecasting in a Supply Chain	B.N.5 & B.N. 6
16			The value of information, Bullwhip effect	B.N.5 & B.N. 6
17			Its Causes and remedial measures.	B.N.5 & B.N. 6
A-4 Fourth Assignment Submission within 3 Days				
CO: 2 & 3				
LO: To understand Overview of forecasting, Forecast errors, Aggregate planning in the supply chain, Managing demand and Managing capacity.				
18	5	Managing inventory in SC environment	Concept of inventory	B.N.5 & B.N. 6
19			Basic and Advanced inventory models	B.N.5 & B.N. 6
20			Multi-echelon inventory models	B.N 6
CO: 3				
LO: To understand Transportation Management, Inventory Management and the concept of Warehouse/Distribution Center Management				
21	6	Transportation in SC environment	Transportation in SC environment	B.N.5 & B.N. 65
22			Design options for a transportation network,	B.N.5 & B.N. 6
23		Case Study	Heinz Gets to one number forecasting	
CO: 3				
LO: Understand the components of an integrated logistics management system, Identify the decisions involved in transportation management and Describe the role of packaging in the transport, distribution, storage, sale, and use of goods.				
24	7	Strategic Outsourcing and Strategic Alliances	Strategic Outsourcing and Strategic Alliances	B.N.5 & B.N. 6

25			Third party logistics	B.N.5 & B.N.6
26			fourth party logistics	B.N.5 & B.N.6
CO: 2 & 3				
LO: To learn the precise definition of outsourcing and to learn why organizations outsource manufacturing and service business process.				
27	8	Retailer- Supplier partnerships (RSP)	Retailer- Supplier partnerships	B.N.5 & B.N.6
28			Supplier evaluation and selection	B.N.5 & B.N.6
29			Use of best practices	B.N.5 & B.N.6
A-5 Fifth Assignment Submission within 3 Days				
CO: 3				
LO: To understand reason Supplier partnerships, vision, mission and goals of supplier partnership and to understand reason, principles, sourcing and selection of supplier.				
30	9	Information Technology (IT) in Supply Chain Management	Information Technology (IT) in Supply Chain Management	B.N.5 & B.N.6
31			SC performance model: SCOR model	B.N.5 & B.N.6
32		Case Study	Dell’s Supply Chain Management Strategy 2010	
A-6 Group Assignment Submission within 3 Days				
CO: 3				
LO: develop logistics-related information technology concepts and their practical relevance, support the management in logistics and supply chain operation mode with the use of information technology.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Text Book

1. Gopalakrishnan Purchasing and Materials Management, 1e TMH 2008
2. Upendra Kachru Exploring the Supply Chain, Excel Books, 2009
3. Agrawal Supply Chain Management: Text and Cases, 2010, Macmillan Publishers
4. Janat Shah Supply Chain Management, 2009, Pearson Education, 2010 Badi
5. N.V. Badi Supply Chain Management, 2010, Vrinda Publications
6. Sunil Chopra Supply Chain Management: Strategy, Planning and Operation, 4/e, Pearson, 2010
7. Simchi Levi Designing and Managing the Supply Chain, 3e TMH 2009
8. Raghuram Logistic and Supply chain Management, 2006 Macmillan Publishers
9. Shapiro, Modelling the Supply Chain, 2007 New Delhi:
10. Cengage Learning Webster Principles & Tools for Supply Chain Management, 2008,

VII: Note

1. There will be six class tests /assignment/presentation of 10-15 minutes each without declaration of the date. It Carries 4 Marks.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Strategic Management & Supply Chain Management			
MBA III Sem			
Goal : This course would help students develop an understanding about the strategic role of supply chain, key issues of supply chain and the drivers of supply chain performance.			
Objective: The course would acquaint the students with various concepts, models and decisionmaking tools pertaining to supply chain network design, forecasting, inventory, transportation etc. and also enable them to apply the tools In real-life situation.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% are able to take decisions in logistics and supply chain management considering its operational, tactical and strategic aspects from an integrated perspective by covering subjects from technology, engineering and business.	% be able to take into account the relationships between this discipline and other areas of business to make holistic judgments when analyzing business situations.	% Students have basic understanding about logistics and supply chain management.	% Students have not appropriate understanding about logistics and supply chain management.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Bank and Insurance Management**Session:** Jan.-June**Class:** M.B.A III Sem**I: Objective of the course:**

The objectives of this course are to explain to the student operations of upcoming insurance and banking sector, statutory requirements and understanding of financial environment and market in which they operate

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases/Numerical.

III: Course Outcomes (CO):

- CO1 Critically understand the theories, concepts and legal implications related to banking and insurance subject areas.
- CO2 Understand the risks faced by banks and ways to overcome them.
- CO3 Understand the importance of life and non life insurance in risk management and selection of right type of policy.
- CO4 Analyze financial statements of banking and insurance sector

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			3			
CO 2	3	3	3				2	
CO 3	1	2	2	2		1		1
CO 4		2	3		2	2		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Risk and	Risk and Insurance: Defining Risk, Nature	B.N. 1

		Insurance	and Types of risk	
2			Risk Management Process, Risk and its relation with Insurance.	
3			Concept and significance of Insurance, Classification of Insurance – Life and Non life,	B.N. 1
4			General Principles of Insurance,	B.N.2
5			Insurance Application and Acceptance Procedure, Insurance Terminology	B.N.2
CO: 1 & 2				
LO: Describe various types of risks and risk management process.				
6			Principles, Products- Term Insurance Endowment, Insurance	B.N.4
7			Pensions, Annuities, Claim Management	B.N.4
8			Analysis of Balance Sheet of Life Insurance Co.	B.N.4
9			Presentation I	
CO: 3 & 4				
LO: Describe the structure of life insurance companies, its functions and their characteristics. Understand the Classification of insurance, and principles of Insurance				
10			Principles, Products Fire, Marine	B.N.15
11			Motor Vehicles, Public Liability, Third Party Insurance,	B.N.15
12			Miscellaneous- Medi-claim and Health Policies,	B.N.15
13			Group Insurance, Burglary Insurance, Analysis of Balance Sheet of a General Insurance Company.	B.N.15
CO: 3 & 4				
LO: Understand the principles of general insurance and the benefits of insurance to individuals and the economy; types of general insurance products; analysis of balance sheet of General insurance companies.				
14			Functions and Importance, Recent Developments in Insurance, Premium Payment Lapse and Revival,	B.N.15
15			Premium Calculations, Concept of Mortality Tables, Assignment, Nomination, Loans,	B.N.15
16			Surrenders, Foreclosure, Reinsurance, Underwriting.	B.N.15
17			Presentation II	
Assignment I				
CO: 1 & 3				
LO: Understand the regulation and control of insurance operations. Understand the concept of Premium Payment Lapse and Revival, Premium Calculations, Concept of Mortality Tables, Assignment, Nomination, Loans, Surrenders, Foreclosure, Reinsurance, Underwriting.				

18	5	Overview of Banking Industry:	Banking Structure in India- RBI, Commercial, Rural and Co-operative banks their role and significance,	B.N.12
19			Capital Adequacy norms for banks, SLR, CRR, CAR.	B.N.12
CO: 1 & 4				
LO: Describe the basic characteristics of banking structure, regulatory framework and capital adequacy norms.				
20	6	Analyzing Bank Performance	Commercial banks Balance Sheet and Income Statement, Relationship between B/S and Income Statement,	B.N.14
21			Return on Equity Model	B.N.14
22			Important ratios used in Balance Sheet Analysis	B.N.14
23			CAMELS rating and Key ratios involved.	B.N.14
CO: 4				
LO: Learn to analyse financial statements of banks with the help of various ratios.				
24	7	Banking Risks	Credit, Liquidity,	B.N.14
25			Market, Operational	B.N.14
26			Interest Rate, Solvency	B.N.14
27			ALM by Banks: Classification of Assets,	B.N.14
28			GAP Analysis	B.N.14
29			Asset Reconstruction Company	B.N.14
CO: 2 & 4				
LO: Understand the various banking risks, ALM by banks.				
30	8	Recent Development	BIS- its Role and Importance	B.N.14
31			Universal Banking, E-Banking, Mobile Banking	B.N.14
32			Presentation III	
Assignment II				
CO: 1				
LO: Understand the basics scope of Banking System				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. ICSI. Banking and Insurance Law & Practices, Taxmann's Publication.
2. Rejda, Principles of Risk Management and Insurance, 9/e, Pearson, 2010
3. V Iyenger Introduction to Banking, Excel Books, 2010
4. Neelam C Gulati Principles of Insurance Management, Excel Books, 2010
5. Arunajatesan – Risk Management and Insurance, 2010 Macmillan Publishers
6. IIB, Advanced Bank Management 2010 Macmillan Publishers
7. Neelam C Gulati Principles of Banking Management, Excel Books, 2010
8. Skipper, Risk Management and Insurance Perspectives in Global Economy, 1st Edn
2008, Wiley
9. IIB, Bank Financial Management, 2010 Macmillan Publishers
10. Hull-Risk Management and Financial Institutions, Pearson, 2010
11. Black-Life and Health Insurance, 13/e, Pearson, 2010
12. Timothy Koch & MacDonald, "Bank Management", New York, Dryden Press,
13. Vasant Joshi and Vinay Joshi, "Managing Indian Banks", Response Books
14. Justin Paul-Management of Banking and Financial Services, 2/e, Pearson, 2010
15. P. K. Gupta, Risk and Insurance Management, Himalaya Publishing House.

VII: Note:

1. There will be 3 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assign to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII Rubric for Internal Assessment			
Subject: Banking Insurance and Management			
MBA III Sem			
Goal : The purpose is to have knowledge of banking, insurance and capital market law besides fundamental legal knowledge, to carry out financial analysis of banks and insurance companies.			
Objective: The objectives of this course are to explain to the student operations of upcoming insurance and banking sector, statutory requirements and understanding of financial environment and market in which they operate.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% acquire fundamental knowledge and skills that will set the foundations for a successful career in the banking and insurance services sector.	% understood major of the key concepts such as financial claim, financial intermediation and financial market	% are familiarized with and understand the few concepts of framework of banking and insurance.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Financial System & Services****Session: July - Dec 2017****Class: M.B.A. III Sem**

I: Objectives of course: The objective of the course to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases/Numerical.

III: Course Outcomes (CO):

- CO1 Describe the role and structure of the financial system;
- CO2 Explain key concepts such as financial claim, financial intermediation and financial market.
- CO3 Discuss theories on financial markets and institutions that help explain phenomena such as adverse selection and moral hazard.
- CO4 Explain the concepts and functions of different types of financial instruments.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3	2				3	
CO 2	1	1	3				3	
CO 3		2	3				3	
CO 4		3	3				3	

V: Session Plan:

Lecture .No	Unit No.	Topic	Sub-topic	Reference
1	Unit 1	INTRODUCTION	Introduction to Indian Financial System: Structure and Characteristics.	B.N.1 & B.N. 3

Lecture .No	Unit No.	Topic	Sub-topic	Reference
2	Unit 1	INTRODUCTION	Introduction to Global Financial System: Structure and Characteristics.	B.N.1 & B.N. 3 B.N.1 & B.N. 3
3			Introduction to Global Financial System: Structure and Characteristics.	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO: 1 & 2				
LO: Describe the concept of Indian and Global Financial Systems				
4	Unit 2	REGULATORY INSTITUTIONS	SEBI (Security Exchange Board of India)	B.N.1 & B.N. 3
5			RBI (Reserve Bank of India)	B.N.1 & B.N. 3
6			Capital Markets: Primary and Secondary Market, Structure, Nature, Significance and Players, Introduction to Money Market: Structure, Operations, Players, Treasury Bills, Commercial Papers, Certificate of Deposit, Gilt Edged Securities and REPO's	B.N.1 & B.N. 3
CO: 2 , 3 & 4				
LO: Describe the Regulatory Role of SEBI and RBI in Financial Market				

Lecture .No	Unit No.	Topic	Sub-topic	Reference
7	Unit 2	REGULATORY INSTITUTIONS	Introduction to Financial Institutions: SFC's & DFI's, their importance & scope (IDBI, IFCI, SIDBI).	B.N.1 & B.N. 3
8			Credit Rating Agencies –importance and Issues.	B.N.1 & B.N. 3
CO: 2 & 3				
LO: Describe the Regulatory Role of SEBI and RBI in Financial Market				
9	Unit 3	Asset Liability Management	Significance, ALM process.	B.N.1 & B.N. 3
10			Techniques - Gap, Duration. Simulation,	B.N.1 & B.N. 3
11			Value at Risk, Book value of equity and market value of equity perspective,	B.N.1 & B.N. 3
12			Risk Management in Banks - Credit risk management. Operational risk management, Market risk management. Corporate treasury management.	B.N.1 & B.N. 3
13			Liquidity risk management, Governance risk and compliance.	B.N.1& B.N. 3
14			Case Study	B.N.1& B.N. 3
A-2 Second Assignment Submission within 3 Days				
CO: 3 & 4				
LO: 1.Understand and Critically assess the importance of Asset Liability Management 2. describe the concept of Risk in financial market				
15	Unit 4	Basel 1 and 2,	Basel 1 and 2,	B.N.12& B.N. 3

Lecture .No	Unit No.	Topic	Sub-topic	Reference
16	Unit 4		Basel 1 and 2,	B.N.12& B.N. 3
CO: 2 & 3				
LO: Understand and Critically discuss the norms of Basel I and II				
17	Unit 5	Mutual Funds and Pension Funds.	Mutual Funds and Pension Funds.	B.N.12 & B.N. 3
18			Insurance Services, Bank assurance. Reinsurances	B.N.12 & B.N. 3
19			Venture Capital -Private Equity -strategic secrets to private equity.	B.N.1& B.N. 12
20			Investment strategies, Hedge funds,	B.N 2
A-3 Third Assignment (case study)Submission within 3 Days				
CO: 3 & 4				
LO: 1. understand and critically evaluate different types of Mutual Funds and Pension Funds, Insurance and Reinsurance and other financial Services market works.				
21	Unit 6	E-banking	Securitization	B.N 2 & B.N. 5
22			Indian Banking and the Financial crisis	B.N 12
23			Exchange Rate Determinant and Euro Currency	B.N 12
24			Credit Cards.	B.N 6& B.N 12
A-4 Fourth Assignment Submission within 3 Days				
CO: 1 & 4				
LO: 1. Describe the concept of E-Banking, Securitisation. 2. Understand Banking and Financial Crisis and the role of asset reconstruction companies.				
25	Unit 7	Micro/ Macro finance.	Micro/ Macro finance.	B.N 12 & B.N. 5
26			Financial Inclusion. Behavioral Finance.	B.N 2& B.N 12
27			Leasing	B.N 4& B.N 12

Lecture .No	Unit No.	Topic	Sub-topic	Reference
28			Hire purchase	B.N 1 & 3
CO: 3 & 4				
LO: Describe Financial Inclusion and concept of Micro and Macro Finance.				
29	Unit 8		Factoring	B.N 6
30			Factoring	B.N 5
31			Forfeitting,	B.N 5& B.N 12
32			IFRS -Issues and Challenges	B.N 5& B.N 12
A-5 Fifth Assignment Submission within 3 Days				
CO: 3 & 4				
LO: 1.Describe basics of factoring and forfeiting 2. Define IFRS issues and Challenges				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

1. M.Y.Khan- **Financial Services**, 5e TMH 2009
2. Bharti Pathak-**Indian Financial System** 2/e, Pearson2010
3. R M Srivastava **Dynamics of Financial Markets and Institutions in India**, ExcelBooks,2010
4. Shanmugham,**Financial Services** , 1st Edn, 2009, Wiley
5. Bhole, L M ,**Financial Institutions and Markets**,5e TMH 2009
6. Gurusamy,**Financial Markets and Institutions**,3e TMH 2008
7. Gopalswamy,**Capital Market** ,2008 Macmillan Publishers
8. Chary **Venture Capital : Concepts and Application**,2008, Macmillan Publishers
9. Gurusamy, S **Merchant Banking and Financial Services**, 3e TMH 2009
10. Justin Paul-**Management of Banking and Financial Services**, 2/e, Pearson2010
11. Jadhav**Monetary Policy, financial Stability and Central Banking in India**,2007
12. Gordon & Natrajan,**Financial Markets and services**,Himalaya Publication,2010
13. Shashi.K.Gupta ,**Financial Services**, Kalyani Publication,2014

VII: Note

1. There will be six class tests/ assignment/presentation of 10-15 minutes each without declaration of the date. It Carries 4 Marks.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Financial Services and System			
MBA III Sem			
Goal : The purpose of including Indian Financial system as a subject is to give a clear understanding and knowledge of Financial system in the present scenario.			
Objective: The objective of the course is to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the students are able to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.	% understand major of the key concepts such as financial claim, financial intermediation and financial market	% understand few of the key concepts such as financial claim, financial intermediation and financial market	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: FT-305F Tax Planning & Management****Session: Jul-Dec****Class: MBA - III Sem**

I: Objective of course: The objective of this course is to enable students to develop an understanding of direct and indirect taxes and to enable them to calculate and plan taxes.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five numerical out of which students will be required to attempt any three questions.

III: Course Outcomes (CO):

C101	To Understand the basic principles & provisions of Direct Tax laws & definitions of Previous Year , Assessment Year, Residential Status of Individual with determination.
C202	To Understand the rules to determine the Income from Five heads covered under Income tax act 1961 & Application of such rules.
C303	To Apply the rules of deduction covered u/s 80 c to 80 U to determine the Total Taxable Income
C404	To Understand the Provisions of Tax Planning for Non Resident Individual.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	1	1	3		1		3	
CO 3		2	3	2	1			
CO 4	1	2	2	3	3	1	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	1	Introduction	Direct Taxes, Income Tax	B.N.1

2			Wealth Tax	B.N.1
CO: 1				
LO: Define the Basic Principle of Direct Tax.				
3	2	Provisions of Income Tax Act	Exempted Income U/s 10	B.N.2
4			Agricultural Income	B.N.2
5	Presentation " Pros & Cons of Goods & Service Tax in Indian Economy"			
CO: 1				
LO: Describe the basic provision of Income Tax Act & Analyze the application of such provisions.				
6	3	Basics of Income Tax	Assessment Years, Previous Years, Person, and Expenditure, Tax Free Income	B.N.3
7			Income, Gross Total Income, Capital and Revenue Receipts	B.N.3
8			Residential Status and Incidence of Tax	B.N.3
9			Numericals on Residential Status & Tax Incidence	B.N.3
Assignment based on “Basics of Income Tax”				
CO: 1				
LO: Define the basic definition covered Income Tax Act 1961 & determine the Residential status of individual with the help of rules covered Under Section 6				
10	4	Income From Salary	Meaning	B.N.3
11			Taxability of Allowances	B.N.3
12			Perquisites	B.N.3
13			Permissible Education,	B.N.3
14			Treatment of PF,Gratuity	
15			Tax Planning	
16			Numericals on Computations of Income From salary	B.N.3
CO: 2				
LO: Describe the Rules of Income from salary and construct the statement of computations of Income from Salary				
17	5	Income From Business and Profession	Basis of Charge,	B.N.1
18			Scheme of Provisions,	B.N.3
19			Expenses Allowed Under Restriction	B.N.3
20			Depreciation	B.N.2
21			Deductions Expressly Allowed,	B.N.3
22			Tax Planning.	
23			Numericals on Computations of Profits from Business & Profession	B.N.3
Assignment based on 1. "Computation of Income from salary with retirement" & 2. "Income from Profession"				
CO: 2				
LO: Describe the Rules of Profits and Gains of Business & Profession and Apply the rules to determine the Profits				

and Gains of Business & Profession				
24	6	Income From House Property & Capital Gains & Other Sources	Basis of Charge for Income from HP	B.N.3
25			Numericals on Computations of Income from HP	B.N.3
26			Basis of Charge for PGBP	B.N.3
27			Numericals on Computations of PGBP	B.N.3
28			Basis of Charge for Income Other Sources	
29			Numericals on Computations of Income from Other Sources	B.N.3
CO: 2				
LO: Define the Rules of Income from House property & Capital Gains and Apply the rules to determine the Income from House Property & Capital Gains				
30	7	Deduction	Deduction Allowed From Total Income	B.N.3
31			Rebates and Relief.TDS: Tax Deduction at Source, Advance Payment of Tax, Filing of Returns	B.N.3
CO: 3				
LO: Define the deductions given under section 80C TO 80U and Apply the rules to compute Total Taxable Income.				
32	8		Tax Planning in Relation to NRIs	B.N.3
Assignment on "Computation of Total Taxable Income after Deduction"				
CO: 4				
LO: Define the basic provision of Tax Planning for NRI.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1.Dr,Vinod Singhanian/Monica Singhanian, Students' Guide to Income Tax, Taxmann's
- 2.V.K. Singania, "Direct Tax Law", New Delhi, Taxman Publications.2016
3. Saklecha & Saklecha," Income Tax", Indore, Satish Publications 2016
4. Jain & Jain Tax Planning and Management/ Income Tax, 2010,Pathmakers Bangalore
- 5 Hariharan, N , Income Tax : Law & Practices, 2e TMH 2016
- 6 Lal-Income Tax, Pearson, 2016

VII: Note

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: Tax Planning and Management			
MBA III Sem			
Goal : The learners will be able to define to understand the concept of tax planning and its implications to reduce tax burden by availing the benefits admissible under the law.			
Objective: The objective of this course is to enable students to develop an understanding of direct and indirect taxes and to enable them to calculate and plan taxes.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student are aware with major latest provisions of Indian tax laws and related judicial pronouncements pertaining to corporate enterprises having implications for various aspects of corporate planning with a view to drive maximum possible tax benefits admissible under the law.	% Appropriately addresses most of the provisions of Indian tax laws and related judicial pronouncements.	% Most of the provisions of Indian tax laws and related judicial pronouncements are not understood by the student.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Human Resource Development & Audit
Dec****Session: Jul-****Class: MBA III Sem****I: Course Objective:**

The objective of the Human Resource Development Course is to provide the students with a clear understanding of the concepts, processes, practices and strategies that form the basis of successful HRD in organizations. The course is intended to facilitate the development of knowledge and skills that HRD specialists need in performing their strategic role.

The course strives to facilitate the understanding of how concepts and theories can be put into practice in a variety of organizations. The content of the course is also designed to familiarize students with the role of line managers and HR specialists in HRD.

II: Examination:

The faculty member will award internal marks out of 20. The semester examination carries 80 marks.

III: Course Outcomes (CO):

- CO1 Demonstrate an understanding of key terms, theories/ concepts and practices within the field of HRM.
- CO2 Demonstrate competence in development and problem solving in the area of HR management.
- CO3 Analyze the key issues related to administering the human elements such as motivation, compensation, appraisal, career planning and training.
- CO4 Describe the meaning of terminology and tools used in managing employees effectively.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			3	1		3
CO 2		2		1	2	3	1	1
CO 3	1	1	2	3	1	2		1
CO 4		1		3		2	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	HRD Concepts:	Definition, Evolution of HRD Concepts	B.N.3/B.N.8
2			Differentiate between HRM & HRD.	B.N.3/B.N.8
3			Challenges & Goals of HRD.	B.N.3/B.N.8
4			Case Study Analysis	
CO: 1				
LO: This Unit will help the students to understand the basic concepts of HRD, along with the challenges and goals of the HRD professionals in an organization				
5	2	HRD Function:	Brief -HRD department structure,	B.N.8 / B.N.10
6			Detailed Discussion of HRD department structure	B.N.8 / B.N.10
7			HRD department functions	B.N.8 / B.N.10
8			HRD staffing functions	B.N.8 / B.N.10
Assignment Submission				
CO: 2				
LO: The second Unit will make the students understand the various structures of the HRD department according to the number of employees in an organization and the process of managing staff for them				
9	3	HRD Professionals:	Roles and Competencies,	B.N.8
10			Live Case Discussion	
CO: 2				
LO: This Unit emphasizes the Roles played by the HRD professionals and it will help the students to understand the competencies which these professionals possess.				
11	4	Developing HR Strategies:	HRD Strategies	B.N.1/ B.N.8
12			HRD System Design Principles, Systems	B.N.1/ B.N.8
13			Approach to HRD. Design	B.N.1/ B.N.8
14			Administration of Select HRD Systems	B.N.1/ B.N.8
CO: 3				
LO: This Unit helps the students to understand the formation of HRD systems which need to be implemented in order to achieve the goals of the HRD department.				
15	5	Career Management and	Career Management	B.N.8

		Development.	and Development	
16			Mentoring at workplace.	B.N.8
17			Work-Life Integration,	B.N.8
18			Performance Management System	B.N.8
Assignment Submission				
CO: 3 & 4				
LO: makes the students understand the path of Career development along with the concept and usage of Mentoring. Understanding to Balance between professional and personal life is important. This Unit also helps the students to understand the concept of managing performance.				
19	6	HRD & Diversity:	HRD for culturally diverse employees.	B.N.8
20			Developing Global managers.	B.N.8
21			HRD systems for International managers.	B.N.8
22			Case Analysis	
CO:				
LO: An HRD professional should know how to manage employees coming from diverse cultures and at the same time employees need to be prepared to work in a Global environment. This Unit helps the students to understand this.				
23	7	Applications of HRD	HRD Climate	B.N.8
24			HRD for managing organizational change	B.N.8
25			HRD for Workers (blue collar employees)	B.N.8
CO: 1 & 2				
LO: This Unit helps the students to understand the Organisational climate and at the same time they also understand how to manage change in the work place. The HRD process of the Blue Collar workers is also understood.				
26	8	HRD Audit	HRD Audit-Meaning and Concept	B.N.8
27			Need, Designing	B.N.8
28			HRD Audit Process	B.N.8
29			Parameters to be Audited	B.N.8
30			Audit Results, Preventive and Corrective Actions	B.N.8
31			Role in Business Improvement	B.N.8
32			Methodology and Limitations	B.N.8

CO: 1, 3 & 4

LO: This important Unit makes the students understand the Audit process for the HR activities. The process, the documentation, the results, the preventive measures and also the HRD Score card. It is also important to understand by the students the benefits of the HRD Audit and how it helps in the Business Improvement of the organisation.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kandula, **Strategic Human Resource Development**, 2010 PHI Learning
2. French, Bell - **Organizational Development and Transformation**, 6e TMH 2008
3. R Krishnaveni, **Human Resource Development** Excel Books, 2010
4. Kalyani Mohanty **Human Resource Development & Organisational Effectiveness**, Excel Books, 2010
5. Dessler- **Human Resource Management** 11/e, Pearson 2010 Mankin. D. (2009) **Human Resource Development** New Delhi, Oxford Univ Press
6. Kozlowski. S. V/. J. & Sias. E, (Ed). **Learning, Training, and Development in Organisations**. (2009). New York: Routledge
7. Agarwala. T. **Strategic Human Resource Management**, 2007, Oxford University Press; Rao. T. V. , **HRD Audit** New Delhi: Response Books.
8. Som, A. **Organization Redesign and Innovative HRM** .2008. New Delhi: Oxford University Press
9. Wornor. J.M.t & DeSimono, R. L **Human Resource Development: Foundation: Framework & Application** 2010, Cengage Learning.

VII: Notes:

1. Class participation in all activities is must and carries marks.
2. Class participation activity like Group discussion, etc. carries 4 marks.
3. Class presentation constitutes 4 marks for each student either in group or as individual.
4. Assignment submission of case study analysis carries 4 marks.
5. Attendance in class is compulsory and carries 4 marks.
6. One internal test to be conducted after the syllabus completion will carry 4 marks.

VIII Rubric for Internal Assessment			
Subject: Human Resource Development and Audit			
MBA III Sem			
Goal : To make the students aware of the various concepts, process and practices of HRD in the present Corporate world.			
Objective: The objective of the Human Resource Development Course is to provide the students with a clear understanding of the concepts, processes, practices and strategies that form the basis of successful HRD in organizations.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students have knowledge and skills that HRD specialists need in performing their strategic role and also understands how concepts and theories can be put into practice in a variety of organizations.	% students have lesser knowledge and skills that HRD specialists need in performing their strategic role	0% Offers minimal knowledge and skills that HRD specialists need in performing their strategic role.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Industrial Relations and Labour Law
Class: M.B.A III Sem

Session: July - December

I: Objective of the course:

Industrial Relations play an important role in organizations. Organisational efficiency and performance are intricately interlinked with industrial relations. This course will expose students to the conceptual and practical aspects of industrial relations at the macro and micro levels.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 The students are to be acquainted with industrial relations framework in our country
 CO2 The importance of the maintenance of industrial peace and efforts to reduce the incidence of strike and lockout
 CO3 To critically examine the provisions in the various industrial Disputes Act, for the prevention and settlement of industrial disputes
 Learn underlying the disciplinary enquiry for misconduct are to understood in view of
 CO4 acquaint misconduct and procedure to be followed before imposing punishment for misconduct alleged and established

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	3	3	3	2	2	3
CO 2		3	3	3	2	3	3	
CO 3		3	3	3	3	3	3	
CO 4	3	3	3	3	3	3	2	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Industrial Relations	Concept & Scope	B.N.3
			Case Study on Industrial Relations	
CO: 1				
LO: This Unit will help the students to demonstrate descriptive knowledge of the field of industrial relations				
2	2	Industrial Relations	Conflict model Vs. Collaboration model	B.N.3

		Perspectives		
CO: 1 & 2				
LO: The second Unit will make the students apply the essential concepts of industrial relations and their interrelationship at the personal, organizational and national levels				
3	3	Globalization & Socio – economic scenario	Globalisation and the emerging socio-economic scenario and Their impact on industrial Relations	B.N.1/11
4			I.R and the State: Role of State	B.N.1/11
CO: 3				
LO: The students will recognize and consider the social, historical and equity issues within industrial relations				
5	4	Legal Framework of Industrial Relations	Trade Unions: philosophy and perspectives	B.N.1/11
6			History and Structure of Trade Unions	B.N.1/11
7			Impact of Globalisation	B.N.1/11
8			Technology and economic reforms on Trade Unions.	B.N.1/11
9			Emerging changes in Trade Unions.	B.N.1/11
10			Case Study: Union Relations Case Study: Split in a central federation of trade unions.	B.N.1/11
CO: 1 & 3				
LO: This unit will help students to distinguish the procedure concerning worker participation and participatory institutions and instruments of trade union representation				
11	5	Discipline and Disputes	Negotiation	B.N.1/11
12			Mediation	B.N.1/11
13			Arbitration	B.N.1/11
14			Works Committee Conciliation	B.N.1/11
15			Board of Conciliation	B.N.1/11
16			Court of enquiry	B.N.1/11
CO: 3				
LO: This unit will help students to apply theoretical and practical skills in the practice of conciliation and arbitration				
17	6	Judicial Machinery	Labour Court	B.N.1/11
18			Industrial Tribunal	B.N.1/11
19			National Tribunal	B.N.1/11
20			Case Study Discussion	B.N.3
21			Role of Judiciary & its impact on industrial relations	B.N.1/11
CO: 3				
LO: This unit will help student to communicate your knowledge of industrial relations in both written and verbal formats reactive to both audience and purpose				
22	7	Grievance Management	Disciplinary procedures and Grievance Management machineries	B.N.1/11
23			Case Study: Electronic Works	
24			Industrial Disputes Act	B.N.1/11
25			Negotiation and Conflict	B.N.1/11
26			Conflict vs. Settlements	B.N.1/11
27			Case Study: Conflict Resolution	
28			Productivity Bargaining and Gain Sharing	B.N.1/11

CO: 4				
LO: This unit will help students to apply principles and rules governing the employment relationship to real world problems and devise solutions				
29	8	Employee empowerment	Employee Empowerment	B.N.1/11
30			Worker participation in Management – Concept & Methods	B.N.1/11
31			Worker participation in Management and their impact on Quality of Work Life and Industrial Relations.	B.N.1/11
32			Case Study Discussion	B.N.1/11
CO: 2 & 3				
LO: The last unit will help students to distinguish the procedure concerning worker participation and participatory institutions and instruments of trade union representation				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: References:

1. Sen –**Industrial Relation in India 2/e**, 2009 Macmillan Publishers.
2. Sinha-**Industrial Relations, Trade Unions, and Labour Legislation**, Pearson.
3. B D Singh, **Industrial Relations and Labour Laws**, Excel Books, 2010.
4. Monappa, Arun - **Industrial Relations, 1e**, TMH 2007.
5. Taxmann's, **Labour Laws**, 2010, Taxmann's Allied Services (P) Ltd.
6. Dundon, T & Dorek. R, **Employment Relations in Non-Union Firms**. New York Routledge.
7. Joseph. J. **Industrial Relations towards a Theory of Negotiator Connectedness** New Delhi: Response Books.
8. Kaufman, B. (Ed.). **The Global Evolution of Industrial Relations: Events and the IIRA**. Geneva: International Labour Office.
9. Kelly. E. J, **Industrial Relations: Critical Perspectives on Business and Management, vol. 1-5**. London: Routledge.
10. Venkata Ratnam. C. S. **Industrial Relations**. New Delhi: Oxford University Press.
11. Mamoria, Mamoria, Gankar. **Dynamics of Industrial Relations**, 16e, Himalaya Publishing House, 2008.
12. P.K. Padhi. **Labour & Industrial Laws**, 2e, PHI Learning Private Limited, 2015.

VII: Note:

1. There will be 2 assignments of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Industrial Relations and Labour Laws.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Industrial Relations and labour Law			
MBA III Sem			
Goal : The students are to be acquainted with industrial relations framework in our country			
Objective: This course will expose students to the conceptual and practical aspects of industrial relations at the macro and micro levels.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students have knowledge of labour laws, especially the nature and scope of labor law, the rationale of labor laws in organizations, the international labor organization, occupational hazards and risk, and managing employee relations at work.	% students have major knowledge of labour laws, especially the nature and scope of labor law	% Offers minimal knowledge of labour laws, especially the nature and scope of labor law	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Social Psychology**Session:** July – Dec**Class:** M.B.A III Sem**I: Objective of the course:**

The Objectives of this course are to understand human behavior in social and industrial settings. A student will be able to comprehend the causes of behavior as well as the methods of improvement by going through this course.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Initiates understanding of Human Behavior Concepts at work place.
Enhance creative application of Social Psyche Fundamentals to analyze work efficiency of employees.
- CO2
- CO3 Helps realize significance of Non Verbal Communication in organization.
Educates and make young minds realize the significance of safety management in organization.
- CO4

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		1	1	2		1
CO 2	2	3	1	-	1	2		2
CO 3	1	2		1	2	2	1	
CO 4	2	2	1	1	2	1		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Social Psychology	Definition	B.N. 1/B.N.2
2			Nature	B.N. 1/B.N.2
3			Background	B.N. 1/B.N.2
4			Case Study : City Transit Authority	B.N. 1/B.N.2

CO: 1				
LO: This Unit helps the students to understand the Basic concept of the subject and how relevant it is to the practical business/corporate world.				
5	2	Social Perception	Non-Verbal Communication	B.N. 1/B.N.2
6			Theories of Attribution	B.N. 1/B.N.2
7			Impression Formation	B.N. 1/B.N.2
8			Impression Management	B.N. 1/B.N.2
9			Case Study : Gordon Foundary Company	B.N. 1/B.N.2
Assignment No.1				
CO: 1, 2 & 3				
LO: The theories of Perception and Attribution make the student understand its applicability in the work place along with the usage of Non-verbal communication.				
10	3	Social Identity	Self Concept	B.N. 1/B.N.2
11			Self Esteem	B.N. 1/B.N.2
12			Self Efficacy	B.N. 1/B.N.2
13			Self Monitoring	B.N. 1/B.N.2
14			Self Focussing	B.N. 1/B.N.2
15			Case Study: Same Accident, Different Perceptions	B.N. 1/B.N.2
CO: 2				
LO: Knowing yourself is important. This Unit helps the student to understand the importance of Self-efficacy, self-monitoring and focussing on yourself.				
16	4	Social Influence	Conformity	B.N. 1/B.N.2
17			Compliance	B.N. 1/B.N.2
18			Obedience	B.N. 1/B.N.2
19			Case Study : Sunil and Boss	B.N. 1/B.N.2
CO: 2 & 3				
LO: helps the students in understanding the importance and the degree of Social Influence on an individual and how to go about it.				
20	5	Interviews, Application Blanks & References	Interviews	B.N. 1/B.N.2
21			Application Blanks & References	B.N. 1/B.N.2
22			Biographical Inventories	B.N. 1/B.N.2
23			References and background investigations	B.N. 1/B.N.2
24	Presentation			
CO: 2 & 3				
LO: It will help the students to understand the methods of Interviews, the application blanks which are provided by the organisations, the references, background investigations etc.				
25	6	Employment Testing	Testing abilities	B.N. 1/B.N.2
26			Testing personality	B.N. 1/B.N.2
27			Testing skills and Achievements	B.N. 1/B.N.2
28			Case Study : Frame Manufacturing Company	B.N. 1/B.N.2
CO: 2				
LO: This Unit helps the students to understand the various Tests which are taken for the employment in an organisation. They will also understand the testing skills of Personality and achievements.				
29	7	Safety Psychology	Safety management	B.N. 1/B.N.2
30			Safety Psychology	B.N. 1/B.N.2
31			Differential accident liability	B.N. 1/B.N.2

32	Presentation
CO: 4	
LO: The last Unit makes the students understand the importance of Safety Management and the accident liability.	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. Baron, Social Psychology, 12/e, Pearson, 2010.
2. S.C. Tailor, L.A. Peplau and D.O. Sears, "Social Psychology", New Jersey, Prentice Hall Inc., 7th Ed., 1995.

VII: Note:

1. There will be 2 group major assignments. Group size will be 4-5 students.
2. There will be Group presentations of 30 minutes.
3. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
4. The results of each tests and assignments will be declared within one week.
5. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
6. Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Social Psychology			
MBA III Sem			
Goal : The Goal of this course are to understand human behavior in social and industrial settings. A student will be able to comprehend the causes of behavior as well as the methods of improvement by going through this course			
Objective: To explain how psychological theory and empirical research are used to help explain human behavior in individuals and groups.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Demonstrate the ability to articulate independently and creatively about human Social Behavior and the cultural influences that affect our behavior	% students have lesser knowledge to articulate independently and creatively about human Social Behavior and the cultural influences that affect our behavior	% Offers minimal knowledge to articulate independently and creatively about human Social Behavior and the cultural influences that affect our behavior	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Advertising and Brand Management**Session:** July - Dec**Class:** M.B.A. III Sem

I: Objectives of course: The purpose of this course is to familiarize the students with the role of advertising in the context of promoting products and services Advertising is one of its most ubiquitous promotional tools on which big money is spent. It is important to understand the advertising process and key decision areas for effective management & this function.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Identify and respond to clients' advertising and marketing communications objectives by applying principles of communications.
- CO2 Relate theoretical aspects of advertising on practical situation
- CO3 Develop unique promotional and branding strategies
- CO4 Design advertising campaign and branding plans

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3					2	
CO 2		2			3		1	
CO 3	1	2					2	
CO 4			2			2		

V: Session Plan:

Lecture. No	Unit No.	Topic	Sub-topic	Reference
1	Unit1	Advertising industry	Advertisers, agencies, media companies and other Organizations.	B.N.1, 6, 7, 8

Lecture. No	Unit No.	Topic	Sub-topic	Reference
2			The communication model: communication process, stages and challenges	B.N.1, 6, 7, 8
3			Economic, social, ethical and regulatory aspects of advertising.	B.N.1, 6, 7, 8
4			Case Study	B.N.1, 6, 7
A-1 First Assignment Submission within 3 Days				
CO: 2				
LO: Understand Advertising Agencies, Advertiser and Communications Mix and Model. Develop effective marketing communication strategies.				
5	Unit 2	Demand creation	role of advertising in primary and secondary demand	B.N. 6, 7, 8
6			How advertising works" Hierarchy of effects model	B.N. 6, 8
7			Advertising objectives, routes to persuasion.	B.N.6, 7
8			Case Study	B.N. 6, 7
A-2 Second Assignment Submission within 3 Days				
CO: 2				
LO: Able to understand the role of advertising in creating primary and secondary demand.				
9	Unit 3	Customer behaviour and advertising	segmentation	B.N. 6
10			motivation analyses	B.N. 6
11			value proposition	B.N. 6
12			Case Study	B.N. 6
A-3 Third Assignment Submission within 3 Days				
CO: 2				
LO: Able to do segmentation followed by motivation analyses for different advertisement.				
13	Unit 4	Advertising Objectives	goals and objectives	B.N. 8

Lecture. No	Unit No.	Topic	Sub-topic	Reference
14			DAGMAR	B.N. 8
15			Case Study	B.N. 1
A-4 Fourth Assignment Submission within 3 Days				
CO: 2 & 3				
LO: Able to create advertising objectives and measuring advertising (DAGMAR) on advertisement.				
16	Unit 5	Advertising message	message objectives, recall, attitude, emotions and feelings Message tactics: creative approaches	B.N. 6, 7
17			copy writing, advertising artwork	B.N. 6, 7
18			copy in conventional media and cyberspace,	B.N. 6, 7
19			Case Study	
A-5 Fifth Assignment Submission within 3 Days				
CO: 1 & 4				
LO: Understanding various types of media & selection of appropriate media.				
20	Unit 6	Media strategy	budgeting, approaches and allocation	B.N 1, 6, 7
21			Media planning types, class, vehicle, scheduling and new media forms	B.N 1, 6, 7
22			Advertising effectiveness; pro and post launch research	B.N 1, 6, 7
23			Advertising in the evolving marketing environment	B.N 1, 6, 7
24			Case Study	B.N 1, 6, 7
A-6Sixth Assignment Submission within 3 Days				
CO: 1 & 4				
LO: Understanding the art of copywriting & Creative approaches to advertising.				
25	Unit 7	Branding context	assets and the asset, concept of value, brand and marketing metrics	B.N 6,7,8
26			brand image and personality, brand and product	B.N 6,7,8
27			Brand planning; brand vision and visioning process	B.N 6,7,8
28			Business of brand: Brand audit brand reality checks and brand	B.N 6,7,8

Lecture. No	Unit No.	Topic	Sub-topic	Reference
			appraisal.	
29			Case Study	B.N 6,7
A-7Seventh Assignment Submission within 3 Days				
CO: 3				
LO: Understanding the concept of Brand, Brand image & personality.				
30	Unit 8	Brand positioning	Choice of context, parity and differentiation. repositioning	B.N 6,7,8
31			brand assets and liabilities, equity creation and management	B.N 6,7,8
32			Case Study	B.N 6,7,
A-8Eighth Assignment Submission within 3 Days				
CO: 3				
LO: How to make brand position and reposition in consumer mind connect with advertising.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book

1. Belch, Belch, Advertising & Promotion: An Integrated Marketing Communication
2. Keller, Strategic Brand Management, 3/e, Pearson 2010
3. Kazmi & Batra Advertising & Sales Promotion, Excel Books, 2010
4. Harsh Verma Brand Management, Excel Books, 2010
5. Keller, Best Practice Cases in Branding, 3/e, Pearson 2010
6. Batra-Advertising Management 5/e, Pearson 2010
7. Chunnawala – Sethia: Foundations of Advertising
8. Shyamprasad – Sumit Kumar – Advertising Management

VII: Note

1. There will be four class tests/ assignment/presentation of 10-15 minutes each without declaration of the date. Each carries 1 mark.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Advertisement and Brand Management			
MBA III Sem			
Goal : The purpose is to have knowledge of banking, insurance and capital market law besides fundamental legal knowledge, to carry out financial analysis of banks and insurance companies.			
Objective: The purpose of this course is to familiarize the students with the role of advertising in the context of promoting products and services.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% understands the advertising process and key decision areas for effective management.	% understands most the advertising process and key decision areas for effective management.	% understands few concepts of the advertising process	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE
Lesson Plan

Subject: Product Policy Management
Class: MBA – III Sem

Session: July - Dec

I: Course Objective:

Improve the understanding of and competence in making product-market choices, managing brands, and managing new product introduction. Explore the emerging concepts, techniques, and analytical approaches relevant to the above areas.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases/Numerical

III: Course Outcomes (CO):

- CO1 Understand the dynamics of product management
- CO2 Relate virtual product design to practical situation
- CO3 Develop unique product strategy
- CO4 Construct product design and new product development

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							
CO 2		1	3					
CO 3	1	2					3	
CO 4			3			2	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Product Policy Management	Introduction to Product, Classification of Product	B.N. 1,2,3
2			Product Management, Why Product Mgt.	B.N. 1,2,4
3			Marketing and Product Mgt. in India	B.N. 10
4			Product Mgt. Process, Relationship between Competition-Marketing-Product Mgt. Case: HLL Brand Portfolio, Product Management, S.A. Chunawalla, 2009 Edition, pp.50.	B.N. 1,2,3
Assignment: Select a Product and design Marketing Plan for Indian Market				
CO: 1 & 2				
LO: Understand the concept and types of product to be sold to the target customers.				
5	2	Product Strategy & Planning Model	Product Strategy and its types	B.N. 2, 4
6			Defining Product Planning Model Case: Dabur India Limited, Product Policy & Brand Management, A.K. Chitle& Ravi Gupta, pp.257.	B.N. 1, 2, 7
7			Objective Setting, Types of Objectives	B.N. 1, 2, 8
8			Monitoring the Environment for Planning Product	B.N. 3, 6
9			Situational Analysis and Development of Market Program	B.N.5,6,7
10			Product Mix Strategy	B.N.1,2,4
Assignment: Group Assignment- Submit Presentation on Case Study				
CO: 2 & 3				
LO: Able to plan a product, product development process and formulating product related strategies.				
11	3	Product Line and Mix Decision	What is Product Line, Line Elements Case: Lux Beauty Soap,Product Management, S.A. Chunawalla, 9 th Edition , pp.271.	B.N. 1, 2, 5
12			Line Extension/ Stretching and Retrenchment	B.N. 1, 4
13			Product Mix Decision	B.N. 4, 8

Lecture No.	Unit No.	Topic	Sub Topic	Reference
14			Benefits of Product Mix	B.N. 1, 4
Assignment: Group Activity on Analyzing Product Mix of Various Companies				
CO: 3 & 4				
LO: Able to understand product mix and take decision for mix expansion.				
15	4	Market Structuring	What is Market Structure, Types of Market Structure	B.N. 2, 4
16			Characteristics of Each Market Structure	B.N. 1, 2, , 4
17			Positioning Strategies for Each Market Structure (In-class Discussion of Case)	B.N. 4
Assignment: Give Write up on Positioning Strategies Adopted by Companies in India				
CO: 1 & 2				
LO: Become aware of different types of market structure with important positioning styles to particular market.				
18	5	Strategic Management of Brand and Their Equities	Brand Management, Importance of Brand Management	B.N. 1, 2, , 4
19			Techniques of Brand Management	B.N. 1, 2
20			Defining Brand Equity, Benefits of Brand Equity, How Equity Create Case: Brand Architecture: A Case Study of Colgate, product Management & New Product Development, Dr. R.K. Shrivastava, pp.169	B.N. 1, 4
CO: 1 & 3				
LO: Able to understand the brand and create equity.				
21	6	Product Development	Product Development, Key Parameters to be Considered While Product Development	B.N. 4
22			New Product Development Process, Stages of Product Development	B.N. 2, 4
23			Characteristics of Successful Product Development Case: Kinetic Honda, U.C.Mathur, pp.501	B. N.1, 3, 5
Assignment: Group Assignment to Develop a Product and Define Market Strategies				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 3 & 4				
LO: Get to know about new product development process.				
24	7	Test Marketing	Test Market, Test Marketing & Its Objectives	B.N. 1, 2, 4
25			Testing a Product and Study of Other Critical Elements of Marketing Mix	B.N. 1, 2, 4
26			Design Consideration in Test Marketing	B.N. 1, 4
27			Alternatives to Test Marketing Procedures	B.N.1,4
28			Product Launch Tracking & Re-launch	B.N.1,3,4
29			Limitations of Test Marketing	B.N.1,3,4
CO: 2 & 4				
LO: Understand the methods of market testing.				
30	8	Test Market Planning	Test Market Planning, Stages of Test Market Planning	B.N.2,3
31			Market Evaluation	B.N.5,7,8,10
32			Introduce Strategies	B.N.5,6
Assignment: Class Test & Discussion				
CO: 3				
LO: Ability to Conduct test marketing in target market.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: References Book:

1. Lehman Russel - Product Management, 4ed TMH 2009
2. U C Mathur, Product and Brand Management Excel Books, 2010
3. Saaksvuori, Product Lifecycle Management, 2ed, 2009, Wiley
4. Baker & S Hart-Product Strategy and Management, 2/e, Pearson 2010
5. Ulrich, Karl, Product Design and Development, 3e TMH 2009
6. Trott-Innovation Management and New Product Development, 4ed, Pearson 2010
7. Wind Yoram J., "Product Policy: Concepts, Methods and Strategies", Masschusetts,
8. Addison-Wesley Pub. Co., Reading USA.
9. Baker Michael and Hart Susan, "Product Strategy and Management", London, Prentice Hall.
10. RamanujMajumdar, "Product Management in India", New Delhi, Prentice Hall, India

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Product Policy Management			
MBA III Sem			
Goal : To develop understanding and appreciation of the Product and policies related to it in the organizations.			
Objective: Improve the understanding of and competence in making product-market choices, managing brands, and managing new product introduction. Explore the emerging concepts, techniques, and analytical approaches relevant to the above areas.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Demonstrates highly innovative interpretations, perspectives, or applications of course content	% Demonstrates coherent interpretations, perspectives, or applications of course content.	% Offers minimal interpretations, perspectives, or applications of course content.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan**

Subject: Sales and Distribution Management
Class: MBA III SEM

Session: Jul-Dec

I: Course Objectives: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.

II: Examination: The faculty member will award internal marks out of 20. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Identify and respond to clients' selling and distribution needs
- CO2 Relate theoretical aspects of sales and distribution theories to practical aspects
- CO3 Develop unique sales and distribution strategies
- CO4 Design effective distribution channels

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3					1	
CO 2		2				1		
CO 3		3	3			2	2	
CO 4			2				1	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Personal selling	The Role of personal selling in marketing mix.	B.N. 1, B.N.7
2			The personal selling process,	B.N. 1, B.N.8

3			Personal selling objectives, Types of sales job	B.N. 3 B.N. 7
4			Case Study	B.N. 2, B.N.7
CO: 1				
LO:Be acquainted with various selling techniques.				
5	2	Theories of Sales Management	Ojectives, Nature and Scope	B.N. 1, B.N.8
6			Buyer - Seller Dyads, AIDAS Theory	B.N. 1, B.N.8
7			Right set of circumstance Theory, Buying Formula” Theory, Behavioural Equation	B.N. 3, B.N.8
8			Case Study	B.N. 2, B.N.7
9	Assignment			
CO: 2				
LO:Get knowledge about essential theories of selling.				
10	3	Sales Planning	Sales Organization, Sales Forecasting, Sales Budgeting	B.N. 1, B.N.8
11			Territory Design and Setting Quotas	B.N. 4, B.N.8
12			Case Study	B.N. 2, B.N.7
CO: 2				
LO:Get updated about sales planning, sales forecasting and sales budgeting.				
13	4	Operational Sales Management	Selection, Training, Motivation and Compensation	B.N. 1, B.N.7
14			Evaluation and Control of Sales Force	B.N. 2, B.N.7
15			Case Study	B.N. 2, B.N.9
CO: 1				
LO:Get to know about important functions of operational sales management.				
16	5	Sales promotion	Sales promotion's impact on sales, Evaluation of sales promotion experiments	B.N. 1, B.N.8
17			choice and purchase timing models	B.N. 1, B.N.8
18			Manufacturer promotion planning process; Retailer promotion planning process	B.N. 1, B.N.8
19			Strategic issues In designing promotional strategies;	B.N. 1, B.N.8
20			Substantive findings and issues on coupons, trade dealings, and retail promotions	B.N. 1, B.N.8
21			Case Study	B.N. 2, B.N.9
CO: 1 & 3				

LO:Understand the concept of sales promotion and be ready for utilizing sales promotion tools.				
22	6	Distribution	Design of Distribution Channel, Management of Channels	B.N. 3, B.N.9
23			Managing Co-operation, Conflict and Competition	B.N. 3, B.N.9
24			Vertical and Horizontal Marketing Systems	B.N. 4, B.N.9
25			case Study	B.N. 2, B.N.9
CO: 3 & 4				
LO:Able to get knowledge about distribution mechanism.				
26	7	Wholesaling and Retailing	Importance, Types, Marketing Decisions for Wholesalers	B.N. 5, B.N.10
27			Retailing: Importance, Types, Retailer Marketing Decisions.	B.N. 6, B.N.10
28			Case Study	B.N. 2, B.N.7
CO: 3 & 4				
LO:Understand and differentiate between wholesaling and retailing.				
29	8	Physical Distribution:	Objectives, Order Processing, Warehousing Inventory, Transportation,Organizing for Physical Distribution,	B.N. 6, B.N.10
30			EDI and supply chain, Internet as a medium for order processing and Information	B.N. 5, B.N.10
31			Case Study	B.N. 2, B.N.9
32	Presentation			
CO: 2 & 3				
LO: Understand the various function of distribution channels.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: References Book:

- 1 S L Gupta, Sales and Distribution Management, Excel Books,2010
- 2 Cron ,Sales Management: Concepts and Cases, 10 Edn ,2010,
- 3 Wiley Havaladar, Krishana - Sales & Distribution Management, 2e TMH 2009
- 4 Spiro, Stanton - Management of a Sales Force, 11e TMH 2008
- 5 Tanner-Sales Management, Pearson,2010
- 6 Still-Sales Management Decisions, Strategies and Cases, 5/e, Pearson,2010
- 7 Cundiff and Govni, “Sales Management - Decisions, Strategy and Cases”, New Delhi: Prentice Hall of India. Ingram,
- 8 Laforge, Avila, Schwepker and Williams, “Sales Management”,
- 9 Thomson Watuba R. Thomas,“Sales Management-Texts and Cases”, Business Publication Johnson,
- 10 Kurtz and Scheving“Sales Management, Concept practice& cases, MacGrawHill

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Sales and Distribution Management			
MBA III Sem			
Goal : To develop understanding and appreciation of the Sales & Distribution processes in organizations.			
Objective: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students understand the Sales & Distribution functions as an integral part of marketing functions in a business firm	% understands most the sales and distribution process and key decision areas for effective management .	% understands few concepts of the sales and distribution process	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan**Subject:** Product Innovation and Planning**Session:** Jul-Dec**Class:** MBA III Sem**I: Objective of the course:**

The objective of this course is to improve the understanding of and competence in making product-market choices, managing brands, and managing new product introduction. Explore the emerging concepts, techniques, and analytical approaches relevant to the above areas. The emphasis will be on the application of concepts and tools used in PPC for achieving efficiency and quality superiority.

II: Examination:

The faculty member will award internal marks out of 20 (12 for Tests and 8 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

1. This provide students an in-depth understanding of innovation and new product development using a management framework
2. It focuses on how to create value and growth through innovation in new and existing markets
3. Students will explore the concepts, methods and tools on how to organize and manage innovation process with the objective to better control cost and risk, examine the process of developing new products and many of the new product management issues faced by companies
4. students will learn to understand how firms can improve the way they manage their innovation processes to develop new products and services and keep abreast of the most recent developments in the innovation field

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	-	3	-	-	-	1	-
CO 2	-	-	-	3	-	-	-	-
CO 3	-	-	3	1	2	-	-	-
CO 4	2	-	-	-	-	1	2	-

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Product strategy	Proposed Product Planning	B.N.4/B.N.6
2			Model-Setting Objectives	B.N.4/B.N.6
3			Monitoring the Environment, Situation Analysis,	B.N.4/B.N.6
4			Development of a Product/Market Program,	B.N.4/B.N.6
5			Product Mix Strategy	B.N.7
6			Analysis of product line and product mix decisions	B.N.10
CO: 1				
LO: To understand the development of an integrated marketing communication strategy for marketing products, concepts, goods, or services based on an identified target market.				
7	2	Idea generation	Concept and product development and evaluation, and business analysis	B.N. 10
8			Characteristics of Successful Product Development, New Product Development Process and Organizations.	B.N.9
Assignment Submission				
CO: 1				
LO: Based on analysis of the product context, the students can build a vision on the new product to be developed and determine its focus, its added value, its degree of innovation and its conditions.				
10	3	Product testing	Testing products and other critical elements of marketing mix	B.N.5/B.N.6
11			Test Marketing Objectives, Limitations of Test Marketing, Design Consideration in Test Marketing, Alternatives to test Marketing Procedures	B.N.5/B.N.6

12			Product Launch Tracking, Relaunch	B.N.5/B.N.6
13			Test market planning, evaluation, and introduction strategies.	B.N.5/B.N.6
Assignment Submission				
CO: 2				
LO: Demonstrate understanding of market segmentation and targeting and demonstrate understanding of consumer behavior.				
15	4	Materials Planning and Control	Input Required for Materials Planning and Control	B.N.1/B.N.3
16			Steps in Materials Planning and Control,	B.N.1/B.N.3
17			Techniques of Materials Planning and Control	B.N.1/B.N.3
18			Machining Allowances, Make or Buy Decision,	B.N.1/B.N.3
19			Scientific Stock Control Techniques (Inventory Control Models)	B.N.1/B.N.3
20		Case Study-Nissan Motor company Ltd		
CO: 2 & 3				
LO: Understand the core features of the operations and production management function at the operational and strategic levels, specifically the relationships between people, process, technology, productivity and quality and how it contributes to the competitiveness of firms.				
22	5	Factors Influencing Process Planning	Step in Process Planning	B.N.2/B.N.3
23			Process Selection	B.N.2/B.N.3
CO: 3				
LO: Be able to understand different Factors Influencing Process Planning, various Step in Process Planning, and Process Selection.				
24	6	Manufacturing resource planning (MRPII)	Introduction, Aggregate production planning, master production scheduling,	B.N.2/B.N.3
25			MRP II (Introduction, concepts), MRP II with Just in Time	B.N.2/B.N.3
26			choice of	B.N.2/B.N.3

			software, making MRP II system work	
27			achieving business objectives with MRP II	B.N.2/B.N.3
Group Assignment				
CO: 3&4				
LO: Be able to understand that material and components are available for production, and final products are ready for dispatch.				
28	7	Scheduling	Factors Influencing Scheduling, Working and Scheduling Charts	B.N.1
29			Job Sequences (n job on two machines, n job on three machines)	B.N.1
30			Project Scheduling,	B.N.1
			Critical Ratio Scheduling	B.N.1
CO: 3				
LO: Understand what scheduling involves and the importance of good scheduling and discuss scheduling needs in high-volume and intermediate-volume systems.				
31	8	Capacity Planning	Capacity Planning	B.N.2/B.N.3
32			Integrated Production Planning and Control	B.N.2/B.N.3
CO: 4				
LO: Understanding methods of measuring capacity, planning capacity, and calculating capacity utilization. Explain the impact of economies of scale, diseconomies of scale, and experience curves on capacity.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI : Book references:

1. S.A. Chunawalla & D.R. Patel , Production and operations management ,Himalaya Publishing House, 2009
2. B. Mahadevan , Operations Management, Pearson Education,2010
3. K.Aswathappa & K. Shridhara Bhat, Production and Operations Management, Himalaya Publishing House, 2010
4. S N Chary , Production and Operations Management , Tata Mc Graw-Hill Publishing Company Limited,1995
5. R. Pannerselvam, Production and Operations Management, Prentice Hall Of India , 2003
6. Joseph G.Monks, Operations Management, Tata Mc Graw-Hill Publishing Company Limited,2004
7. Philip Kotler , Marketing Management 13th edition
8. S.H.H. Kazmi , Marketing Management, Excel books ,2010

9. Tapan K Panda , Marketing management, Excel books ,2nd edition
 10. Wiley Stephen N Chapman, Fundamentals of Production, Planning and Control, 1st Edition, 2007

VII: Note:

1. There will be 8 unit wise assignments of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics to work upon.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Product Innovation and Planning			
MBA III Sem			
Goal : To Understand design and plans to meet business goals under limited resource (e.g., money, people, equipment) restrictions.			
Objective: Improve the understanding of and competence in making product-market choices, managing brands, and managing new product introduction. Explore the emerging concepts, techniques, and analytical approaches relevant to the above areas.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student will be able to apply the of concepts and tools used in PPC for achieving efficiency and quality superiority.	% students have lesser understanding of the concepts & tools used in PPC for achieving efficiency and quality superiority.	% Offers minimal understanding of the concepts & tools used in PPC for achieving efficiency and quality superiority.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Strategic Technology Management
Class: MBA – III Sem

Session: July – Dec.

I: Course Objective:

Objective of this course is provide the students exposure to the concepts of technology management, and technology management issues like technology development, acquisition, absorption, diffusion and technology support systems.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks The semester examination will be worth 80 marks. It will have two sections: A and B. Section A, worth 60 marks, will consist for 6 theory questions out of which student will be required to attempt any 4 questions. Section B, worth 20 marks, will be consist of one or more cases.

III: Course Outcomes (CO):

- CO1 Learn Various Strategic management instruments.
- CO2 Be able to assess and manage business risk strategically
- CO3 Learn to Recognize the special opportunities and challenges presented by the global business environment.
- CO4 Understand economic and behavioral concepts to strategy formulation

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					2		
CO 2								
CO 3					3			
CO 4				2	2			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Technology Issue and Implications	Concepts and Definition	B.N. 1, 3
2			Aspects of Technology	B.N. 1, 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			Issues and Challenges of Technology	B.N. 2, 3
4			Technology Management in India	B.N. 1, 2
CO: 1 & 2				
LO: To understand managing the effective planning and execution of those technology-based initiatives and the integration of their results into the mainstream of enterprises' strategy, processes and operations				
5	2	Technology Change	Production Functions and Technology Change	B.N. 1, 4
6			Information Technology Revolution	B.N. 1, 2
7			Macro Effects of Technology Change	B.N. 1, 3
8			Implications of Technology Change	B.N. 1, 3
CO: 1				
LO: Identifying and evaluating the impact of relevant changing technology and managing those changes.				
9	3	Technology Development and Acquisition	Technology Forecast and Innovation Chain	B.N. 1, 2
10			Role and Necessity	B.N. 3
11			Forecasting Methods	B.N. 1, 2
CO: 2 & 3				
LO: Learn to designing programs and implement innovative technological based solutions.				
12	4	Technological Change – I	Technology Strategy	B.N. 1, 3
13			Technology Generation	B.N. 2, 3
14			Technology Development	B.N. 3, 4
15			Technology Transfer	B. N. 2, 3
CO: 2 & 4				
LO: Understand the issues and challenges companies face when developing strategic business plans to improve performance and the importance of employee involvement in the process, and the need to manage the strategic planning process.				
16	5	Technology Change II: Technology Absorption & Diffusion	Technology Absorption	B.N. 2
17			Constraints in Technology Absorption	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18			Technology Absorption Efforts	B.N. 1, 2
19			Benefits of Technology Absorption	B.N. 1, 2, 4
CO: 2 & 3				
LO: Understand how companies set strategic direction and how they use data and analysis to create key strategic and operational performance measures to monitor the effectiveness of the strategy implemented.				
20	6	Technology Change - III	Technology Assessment and Methodology	B.N. 2, 3
21			TA Imperatives	B.N. 1, 3
22			Technology Evaluation and Parameters	B.N. 1
23			Technology Diffusion	B.N. 1, 2
CO: 2				
LO: Learn to participate and be able to lead decision making about continued use of existing technology, introduction or development of new technology and commercialization of technology.				
24	7	Technology Environment	Science and Technology in India	B.N. 2, 3
25			Foreign Collaborations and Technology Missions	B.N. 2, 4
26			Technology Policies	B. N.1, 3
27			Technology Linkages	B.N. 1, 2
CO: 4				
LO: Integrate technology strategies and operations within an organization including the: technology-production interface; technology-marketing interface; and organizational issues.				
28	8	Technology Support Systems	Technology Financing	B.N. 1, 2
29			Technology Upgradation and Financial Evaluation	B.N. 3, 4
30			Technology Information Systems	B.N. 2, 3
31			Technology Strategy for the Enterprise	B.N. 1, 2, 4
32			Monitoring the Technology Transfer Process	B.N. 2, 3
CO: 2 & 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Apply engineering knowledge and skills to integrate technology strategy with business strategy in an organization from the basic research stage through to transfer to, and implementation in, industry effectively.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. IGNOU Notes on Technology Management (MS-94), Meerut, IGNOU Publication
2. Burgelman, Robert, Strategic Management of Technology & Innovation, 4e TMH 2009
3. Betz and Fredrick, Managing Technology, New Jersey, Prentice Hall Publications
4. Narayanan, Managing Technology and Innovation for Competitive Advantage, 2010, Pearson

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics to work upon.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Strategic Technology Management			
MBA III Sem			
Goal : To evaluate challenges faced by managers in implementing and evaluating strategies based on the nature of business, industry, and cultural differences			
Objective: Objective of this course is provide the students exposure to the concepts of technology management, and technology management issues like technology development, acquisition, absorption, diffusion and technology support systems.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student are able to understand the concepts of technology management, and issues related to it like development, acquisition, absorption, diffusion and technology support systems.	% students have lesser understanding of the concepts of technology management, and issues related to it like development, acquisition, absorption, diffusion and technology support systems.	% Offers minimal understanding of the concepts of technology management.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Work Study and Productivity
Class: MBA – III Sem

Session: July – Dec.

I: Course Objective:

The objective of the course is to expose students to the productivity and various techniques of time and motion study, and help them develop abilities and skills required for the enhancement of value and productivity.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be worth 80 marks. It will have two sections: A and B. Section A, worth 60 marks, will consist for 6 theory questions out of which student will be required to attempt any 4 questions. Section B, worth 20 marks, will be consist of one or more numerical questions.

III: Course Outcomes (CO):

CO 1: Students are able to understand the techniques of raising productivity.

CO 2: Students are able to understand how optimum use of human and other resources can be obtained.

CO 3: Students will be able to evaluate the work-content through work-measurement.

CO 4: Students will learn to select the appropriate jobs and set the time standards for jobs.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2					
CO 2	2		3	1		2		
CO 3								
CO 4			1			1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concepts and Definition of Productivity	Concepts and Definition of Productivity	B.N. 1, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
2			Productivity Improvement Factors	B.N. 1, 2
3			Types of Productivity	B.N. 2, 3
4			Numerical on Productivity	B.N. 1, 2
CO: 1				
LO: Students understand to apply relevant techniques and problem-solving methodologies so as to enable them to manage projects concerned with productivity improvement successfully.				
5	2	Work Content	Work Content of a Job	B.N. 1
6			Concept of Ineffective Time	B.N. 1, 2
7			Management Techniques to Reduce Work Contents	B.N. 1, 3
8			Management Techniques to Reduce Ineffective Time	B.N. 1, 3
CO: 1 & 2				
LO: Students will able to identify non-value adding operations by investigation of all the factors affecting the jobs, will able to establish time standard for jobs.				
9	3	Human Aspects of Work Study	Roles of Management and Supervisor	B.N. 1, 2
10			Role of the Work Study Man	B.N. 3
11			Factors Affecting Working Conditions, Ergonomics	B.N. 1, 2
CO: 2				
LO: Students learn to deal with the human resource of organization while assigning the jobs.				
12	4	Introduction and Selection of Jobs	Introduction and Selection of Jobs	B.N. 1, 3
13			Flow Diagram, String Diagram	B.N. 2, 3
14			Flow Process Chart	B.N. 3
15			Multiple Activity Chart, Travel Chart	B. N. 2, 3
CO: 4				
LO: Students understand the basic manufacturing system and also able to determine sequence of assembly and scheduling activities of organizations.				
16	5	Principles of Motion Economy	Definition and Concepts	B.N. 2
17			Classification of Movements	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18			Micro Motion Study	B.N. 1, 2
19			SIMO Charts	B.N. 1, 2
CO: 2				
LO: Students learn to eliminate wastage of time and labour.				
20	6	Work Measurement	Concept, Purpose and Use	B.N. 2, 3
21			Procedure of Work Measurement	B.N. 1, 3
22			Time Study	B.N. 1
23			Selection of a Job	B.N. 1, 2
CO: 3				
LO: Students are able to calculate standard time required for completing various operations of organizations.				
24	7	Making a Time Study	Rating a Job	B.N. 2, 3
25			Allowance and Types	B.N. 2
26			Techniques of Work Measurement	B. N.1, 3
27			Numerical on Time Study	B.N. 1, 2
CO: 3 & 4				
LO: Students understand the purpose of work measurement and methods that organizations use to perform time studies, calculate standard times, and estimate the proportion of time spent performing different types of tasks.				
28	8	Sampling and PMTS	Sampling and Synthesis	B.N. 1, 2
29			Analytical Estimating	B.N. 3
30			Pre Determined Motion Time Systems (PMTS)	B.N. 2, 3
31			Numerical on PMTS	B.N. 1, 2
32			Detailed Discussion on 5 DAVV Exam Papers	B.N. 2, 3
CO: 1 & 2				
LO: Students understand the concept of work-study and its techniques.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. International Labour Office, Geneva, **Introduction to Work Study**, Universal Book Corporation, 3rd Revised Ed.,
2. Barnes, **Motion and Time Study Design and Measurement of Work**, 2009, Wiley
3. Work Study and Ergonomics, Lakhvinder Pal Singh, 2016, Cambridge University Press

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics to work upon.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Work Study Productivity			
MBA III Sem			
Goal : To make students understand the techniques of raising productivity and evaluate the work-content through work-measurement.			
Objective: The objective of the course is to expose students to the of productivity and various techniques of time and motion study, and help them develop abilities and skills required for the enhancement of value and productivity.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student will demonstrate the concepts & are able to understand how optimum use of human and other resources can be obtained.	% students have lesser understanding of the concepts as well as how optimum use of human and other resources can be obtained.	0% Offers minimal understanding of the concepts as well as how optimum use of human and other resources can be obtained.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Strategic Management
Class: MBA IV Sem

Session: January - June

I: Objective of the Course: This is a top-level management course, and the objective of teaching this course is to enable students to integrate knowledge of various functional areas and other aspects of management, required for perceiving opportunities and threats for an organization in the long run and second generation planning and implementation of suitable contingency strategies for seizing / facing these opportunities & threats.

II: Examination: The faculty member will award marks out of a maximum of 20 and the bifurcation is mention in the scheme of internal marks.

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

CO 1: Knowledge of various functional areas and other aspects of management.

CO 2: Understanding for the concepts and tools that support strategic management in organizations is developed.

CO 3: Ability to apply the concepts to analyze strategic issues in organizations and to develop strategies for implementation is developed.

CO 4: Specific knowledge of frameworks and concepts related to strategy formation, strategic change, and strategic innovation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1		3			
CO 2	3	2		1				
CO 3	3	3	3	2	2	2	1	
CO 4	3	3	3	3	3	3	3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Strategic Management	Meaning, Need and Process of Strategic Management	B.N: 1 , B.N: 5
2			Business Policy, Corporate Planning and Strategic Management	
3			Single and Multiple SBU organizations	
4			Strategic Decision–Making Processes	
5			Strategists at Corporate Level and at SBU Level	
6			Interpersonal, Informational and Decision Roles of a Manager. <i>Case: McDonalds’ Corporation.</i>	
A-1: First Assignment				
CO: 1 & 2				
LO: Students get acquainted with the concept of strategic management and able to utilize different strategies at corporate level.				
7	2	Mission and Its Objective	Mission	B.N: 2 , B.N: 5
8			Business Definition and Objectives	
9			Need, Formulation and changes	
10			Modified Distribution Method	
11			Hierarchy of objectives, Specificity of Mission and Objectives. <i>Case: Wal-Mart</i>	
First Group Assignment: Case Analysis (MRF Limited)				
CO: 1 & 2				
LO: Developed understanding of the process of formulation of Mission and Objectives of business organizations.				

12	3	Strategic Environment	SWOT Analysis, General, Industry and International Environmental Factors.	B.N: 3, B.N: 4
13			Analysis of Environment, Diagnosis of Environment – factors influencing it	
14			Environmental Threat and Opportunity Profile (ETOP)	
15			Internal Strengths and Weaknesses; Factors affecting; Techniques of Internal Analysis	
16			Strategic Advantage Profile (SAP).	

CO: 3

LO: It develops the skill of utilizing different tools to analyze the organization's situation through SWOT, ETOP and SAP analysis.

17	4	Strategy Alternatives	Strategy Alternatives, Grand Strategies and their sub strategies	B.N: 2, B.N: 9
18			Stability, Expansion, Retrenchment and Combination;	
19			Internal and External Alternatives; Related and Unrelated Alternatives,	
20			Horizontal and Vertical Alternatives; Active and Passive Alternatives	
21			International Strategy Variations	

A-2 : Second Assignment**CO: 2 & 4**

LO: Insights developed in relation to the concept, importance and various types of strategies and sub-strategies useful for any organization.

22	5	Strategic Choice and Analysis	Strategic Choice and Analysis; Managerial Choice Factors	B.N: 3 ,B.N: 6
23			Choice Processes – Strategic Gap Analysis, ETOP-SAP Matching,	

24			BCG Product – Portfolio Matrix, G.E. Nine Cell Planning Grid	
25			Prescriptions for choice of Business Strategy; Choosing International Strategies. <i>Case : Apple</i>	
A-4: Fourth Assignment				
CO: 2 & 3				
LO: It acquaints the students with the Strategic Analysis techniques.				
26	6	Implementation of Strategies	Strategy Implementation, Concept, Barriers, Implementation Process;	B.N: 1, B.N: 6
27			Project & Procedural Implementation, Structural Implementation; Plan and Policy Implementation;	
28			Leadership Implementation; Behavioral Implementation,	
29			Implementing Strategy in International Setting	
CO: 2 & 4				
LO: Create understanding of how to implement strategy in International Setting.				
30	7	Evaluation of Strategies	Strategy Evaluations and Control, Control and Evaluation Process	B.N: 1 , B.N:8
31			Motivation to Evaluate; Criteria for Evaluation	
32			Measuring and Feedback; Evaluation and Corrective Action. <i>Case : Family Dollar Stores.</i>	
Second Group Assignment: Case Analysis (Nestle)				
CO: 3				
LO: Students get acquainted with the process and importance of strategy evaluations and Control.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Kazmi, Ajhar Strategic Management and Business Policy, 3e, 2009Tata McGraw Hill
- 2 Alpana Trehan Strategic Management 1st edn 2010 Dreamtech, Wiley
- 3 Parthasarthy, Fundamentals of Strategic Management, 2008, Wiley India
- 4 P.Subba Rao, Business Policy and Strategic Management
- 5 V.S.P Rao and V. Hari Krishna, Strategic Management
- 6 Fred R. David, Strategic Management Concepts and Cases
- 7 R. Srinivasan , Strategic Management
- 8 Charles W.L.Hill and Gareth R. Jones, Strategic Management An Integrated Approach
- 9 Rajiv Gupta , Strategic Management concepts and cases

VII: Note:

- 1 There will be two home assignments, each carry 2 marks.
- 2 Two Presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Strategic Management			
MBA IV Sem (2015-17)			
<p>Goal : Students will develop the strategic thinking and decision making abilities, especially in relation to understanding the employability of various strategies in different situations.</p>			
<p>Objective: To integrate knowledge of various functional areas and other aspects of management required for perceiving opportunities and threats for an organization in the long run and second generation planning and implementation of suitable contingency strategies for seizing / facing these opportunities & threats.</p>			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Strategic Management. They were able to describe the practical and integrative model of strategic management process that defines basic activities in strategic management	%.... students were accomplished and able to articulate Some perspectives of Strategic Management.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Strategic Management. They were not able to describe the practical and integrative model of strategic management process that defines basic activities in strategic management

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Corporate Governance & Global Business Environment**Session:** January-June**Class:** M.B.A. IV Sem

I: Objectives of course: To acquaint the participants with the fundamentals and practices of corporate governance in India and other countries in the light of the prevailing legal provisions and codes to good governance, and contemporary changes in the global business environment

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

CO 1: Acquaintance with the global practices of corporate governance. The course enables the students to get well versed with the evolution and main drivers of corporate governance.

CO 2: Students become apprised with the essentials and practices of corporate governance in India and different nations.

CO 3: Understanding of varied business global environment and the knowledge of International Operations and Finances are developed.

CO 4: Ability to comprehend contemporary changes and challenges in the global business environment in future is developed.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2		1	3	2		2
CO 2	2	2			3			
CO 3	2	3	2		2			
CO 4	1				3			3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	Unit 1	Corporate Governance	Introduction, Evolution. Principles. Main Drivers and theories of Corporate Governance	B.N. 3, B.N. 4 & B.N. 7

Lecture No.	Unit No.	Topic	Sub-topic	Reference
2			Introduction to International Business, Types of Global Businesses	B.N. 3, B.N. 4 & B.N. 7
A-1 First Assignment Submission within 3 Days				
CO: 1 ,2 & 3				
LO: Students develop the know-how of global practices on Corporate Governance and their impact on corporate world.				
3	Unit 2	International Business	International Business Theories Theory of Comparative Costs	B.N. 1 & B.N.2
4			Theory of Comparative Costs	B.N. 1 & B.N.2
5			Classical Theory of Business and Trade, Absolute Advantage Theory	B.N. 1 & B.N.2
6			Hecksher-Ohlin Theory	B.N. 1 & B.N.2
7			Liberalization, Free Trade Vs Protectionism	B.N. 1 & B.N.2
8			GATT to World Trade	B.N. 1 & B.N.2
9			WTO, Recent Trends	B.N. 1 & B.N.2
10			Introduction to Foreign Investment, FDI and FII	B.N. 1 & B.N.2
A-2 Second Assignment Submission within 3 Days				
CO: 3 & 4				
LO: Get acquainted with the concept of Liberalization, Recent Trends of international Trade and Foreign Direct Investment.				
11	Unit 3	Non Economic Environment	Introduction to Non Economic Environment, Political and Legal Environment	B.N. 1 & B.N.2
12			Cultural Environment, Cross Cultural Issues	B.N. 1 & B.N.2
13			Technological Environment, Business and Technology	B.N. 1 & B.N.2
A-3 Third Assignment Submission within 3 Days				
CO:2 , 3 & 4				
LO: Acquaintance is developed regarding various environments affecting global business. Create understanding about the concept of cross Cultures.				
14	Unit 4	Strategic Management	Introduction to Strategic Management	B.N. 3
15			International Organizational Structure	B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
16			International Strategic Alliances	B.N. 3
17			Regional Integration of Countries	B.N. 3
A-4 Fourth Assignment Submission within 3 Days				
CO: 1 & 3				
LO: Insights developed in relation to International Strategic Management and International Organization Structure.				
18	Unit 5	Balance of Payments	Introduction to Balance of Payments	B.N. 1 & B.N.2
19			Accounts of Balance of Payments	B.N. 1 & B.N.2
20			Causes of Disequilibrium in BOP	B.N. 1 & B.N.2
21		FOREX	Introduction to Foreign Exchange	B.N. 1 & B.N.2
22			Risk Management in FOREX	B.N. 1 & B.N.2
23		Operations Management	Introduction to Operations Management, Business and OM	B.N. 1 & B.N.2
24		International Marketing	Introduction to International Marketing	B.N. 1 & B.N.2
A-5 Fifth Assignment Submission within 3 Days				
CO: 3 & 4				
LO: It creates understanding about International Business and Risk Management.				
25	Unit 6	International Finance and HRM	Introduction to International Financial Management	B.N. 6
26			Sources of Finance in International Trade	B.N. 6
27			Introduction to International Human Resource Management	B.N. 6
A-6 Sixth Assignment Submission within 3 Days				
CO: 3 & 4				
LO: It enables the students about International Financial Management and International Human Resource Management.				
28	Unit 7	Business Ethics and CSR	Introduction to Business Ethics and CSR	B.N. 7 & B.N. 8
29			World Economic Growth and Environmental Issues	B.N. 7 & B.N. 8
30			Future of International Business	B.N. 7 & B.N. 8
31			Future of International Business	B.N. 7 & B.N. 8
32			E-Commerce	B.N. 7 & B.N. 8

Lecture No.	Unit No.	Topic	Sub-topic	Reference
A-7 Seventh Assignment Submission within 3 Days				
CO: 2,3 & 4				
LO: Students get acquainted with the importance of Business Ethics and get aware with the Corporate Social Responsibility.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

1. K.Ashwathapa, A.Trehan, Global Business Environment, 2011Tata McGraw Hill
2. Francis Cherunilam International Business Environment, 2010, Himalaya Pub. House
3. Parthasarthy Corporate Governance, Bizetantra
4. Sumit Khurana, Corporate Governance Dreamtech, Wiley
5. Daniels, Globalization & Business, PHI Learning
6. Tamer Cavusgil-International Business-(Indian Reprint) Pearson
7. Mandal, SK Ethics in Business and Corporate Governance 1e 2010Tata McGraw Hill
8. V. Sharan-International Business-(Indian Original) Pearson
9. Hamilton The International Business Environment, Oxford Press

VII: Note

1. There will be seven class tests /assignment/presentation of 10-15 minutes each without declaration of the date.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment.
4. Class performance and discipline will be an important factor for assessing internal marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Corporate Governance and Global Business Environment			
MBA IV Sem (2015-17)			
Goal : To enhance the student knowledge of corporate governance issues and regulatory requirements; and make them understand the corporate governance best practices, principles and recommendations in global business environment.			
Objective: To acquaint the students with the fundamentals and practices of corporate governance in India and other countries in the light of the prevailing legal provisions and codes to good governance, and contemporary changes in the global business environment. This course also critically analyses stakeholder participation in decision-making and the moral obligations of corporate managers.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of corporate governance and global business environment .They were able to identify the environmental implications correctly and used appropriate analytical techniques to solve business problems.	%....students were accomplished and able to articulate Some perspectives of theories of corporate governance and global business environment correctly. Most of the students were able to identify the environmental implications and use appropriate analytical techniques to identify and solve business problems.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%....students need More efforts to understand the concept of corporate governance and global business environment. They were not able to identify the environmental implications correctly and use appropriate analytical techniques to solve business problems.

IX Scheme of Internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Financial Engineering & Risk Management****Session: January- June****Class-MBA-IV**

I: Objectives of course: The objectives of this course are to explain to the student the risk return trade off and manage financial risk through the use of various derivatives and to make them understand operations of derivative market.

II: Examination Scheme: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The semester Examination will be worth 80 marks, it will have two section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain one or more Cases.

III: Course Outcomes (CO):

- CO1 Describe the basic characteristics of derivatives market;
 CO2 Describe the uses of derivatives by hedgers, speculators and arbitrageurs
 CO3 Define and describe the traded and over-the-counter derivative contracts on different underlying assets
 CO4 Describe and use the different models used for pricing derivatives and used of various strategies

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1		1	3	2		2
CO 2		3	2	2	2	2	2	
CO 3		3	3		2	2	2	2
CO 4		3	3		2		3	2

V: Session Plan:

Session No.	Unit	Topics	Sub Topic	References
1	1	An overview of risk management	Investor and risk management, the profitable side of risk management	B.N-1,B.N-2
2			Risk management process, risk models, derivatives	B.N-1,B.N-2
3			Hedging, currency risk, hedging risk through forward contracts	B.N-1,B.N-2

4			Indian Derivative Market	B.N-1,B.N-2
CO: 1 & 2				
LO: Describe the risk management process and uses of various derivatives instruments for risk management				
5	2	Interest rate Swap	Interest rate swap, rational	B.N-2,B.N-3
6			Liability and asset based interest rate swaps	B.N-2,B.N-3
7			Pricing of swaps	B.N-2,B.N-3
8			Forwards and options on swaps	B.N-2,B.N-3
CO: 2 & 3				
LO: Define interest rate swaps and application of swaps for hedging risk				
9	3	Creating value with risk management	Financial distress and investment	B.N-2,B.N-3
10			Risk in banking, credit risk	B.N-2,B.N-3
11			Foreign exchange risk, political risk	B.N-2,B.N-3
12			Country risk, liquidity risk	B.N-3
CO: 1 & 2				
LO: Describe the various types of risk exists in the banking sector				
13	4	Financial Engineering	Construction of option strategies in various market situation and pay off	B.N-2,B.N-3
14			Construction of option strategies in various market situation and pay off	B.N-2,B.N-3
15			Construction of option strategies in various market situation and pay off	B.N-2,B.N-3
16			Betting on large price increase	B.N-2,B.N-3
17			Betting on small price increase	B.N-2,B.N-3
CO: 3 & 4				

LO: Describe various types of option strategies and its uses by various market payers				
18	5	Option Market	Types of option, Uses of option, Payoffs from option, Trading strategies	B.N-2,B.N-3
19			Bull, bear, butterfly spread, calendar and diagonal spread,	B.N-2,B.N-3
20			Straddles, strip and straps, Option valuation and pricing, factor determining option price	B.N-2,B.N-3
21			Black scholes model	B.N-2,B.N-3
22			Concept of Delta, Theta, Gamma, Vega, Exchange traded option, stock option	B.N-2,B.N-3
23			Currency option, over the counter exchange option, index option, put call parity	B.N-2,B.N-3
CO: 3 & 4				
LO: Describe how the different factors affect the option and application of different models for pricing derivatives				
24	6	Exotic options	Compound, binary, barrier and Asian options	B.N-2
25			Option involving several assets	B.N-2
26			Swap transactions, currency swap, commodity swap, equity swap	B.N-2
27			Valuation of swap and credit default swap	B.N-2
CO: 3 & 4				
LO: Define various types of exotic options and valuation of swaps				
28	7	Future Contracts	Introduction to future markets, future contract and future trading	B.N-2,B.N-3
29			Specifications of future contracts, newspaper quotes, types of future contracts	B.N-2,B.N-3
30			Difference between forward and future contracts, hedging using future contracts	B.N-2,B.N-3
31			Mechanism of future contracts, operations of margin, convergence clearing process	B.N-2,B.N-3
32			Clearing house and clearing margins	B.N-2,B.N-3
CO: 3 & 4				

LO: Describe basics of futures market and its application by the various market players

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. John C. Hull Options, futures and other derivatives – Pearson Education Asia, 4th edition, 2001.
2. S. L. Gupta, Financial derivatives: Theory, Concepts and problems, PHI Private Limited, New Delhi
3. D. C. Patwari & Anshul Bhargave Options & Futures: An Indian Perspective, Jaico Publishing House Delhi
4. S. N. Mishra & S. Sunder, Commodity derivatives, Indian Institute of Banking & Finance.

VII: Note:

1. There will be 2 individual assignments and 2 group presentations; group size will be 4-5 students.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, each carry 4 marks, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 4 marks.

VIII Rubric for Internal Assessment			
Subject: Financial Engineering and Risk Management			
MBA IV Sem (2015-17)			
<p>Goal : Students will be able to utilize capital markets technology to create value. Specifically, they will explore how new financial technologies can be used to manage financial risks and position firms to exploit strategic opportunities and lower firms' financing costs;</p>			
<p>Objective: The objectives of this course are to explain to the student the risk return tradeoffs and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.</p>			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Financial Engineering and Risk Management They were able to describe, analyse and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students were accomplished and able to articulate Some perspectives of Financial Engineering and Risk Management. Some of the students were able to describe, analyse and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Financial Engineering and Risk Management. They were not able to describe, analyse and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total	Final Internal Marks
Presentation	Quiz	Assignment	VIVA	Internal		
Out of 20	Out of 20	Out of 20	Out of 20	Out of 20	100	Out of 20

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: FT-405F Investment Analysis & Portfolio Management****Session: Jan – June****Class: MBA - IV Sem**

I: Objective of course: The objectives of this course is to provide the students in-depth understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of mutual funds, investment strategies and portfolio management services.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

- CO1 Describe the basic characteristics investment and its types
- CO2 Understand the risk and return concept and valuation of securities
- CO3 Analyze securities by using various tools and technique
- CO4 Apply theories and practices of portfolio management and create optimal portfolios using various portfolio optimization techniques

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1		1	2	2		2
CO 2		3	3	1	2	2	2	1
CO 3		3	3		2	3	2	
CO 4	2	3	3	2	2	2	3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Investment Analysis & Portfolio Management				
1	1	Introduction to Investment Management	Concept of Investment, Characteristics and Objectives of Investment, Financial and Economic Aspects of Investment	B.N. 2
2			Investment Types, Selecting Investment in a Global Markets	B.N. 2
CO: 1				
LO: Describe the investments, its characteristics, objectives and difference investment avenues.				
3	2	Risk Return	Systematic Risk, Concept of Beta	B.N. 4
4			Unsystematic Risk, Multifactor Model of Risk and Return, CAPM	B.N. 4
5			Efficient Capital Market, SML and CML Valuations	B.N. 4
CO: 2				
LO: Describe Risk and returns and calculate risk and return by using various models.				
6	3	Security Valuation	Introduction to Security Valuations	B.N. 1
7			Macroeconomic & Market Analysis: The Global Assets Allocation Decision	B.N. 1
8				
CO: 2 & 3				
LO: Explain the security valuation and asset allocation.				
9	4	Valuation of Bonds	Bond Fundamentals	B.N. 2
10			Bond Valuation Model: PV Model	B.N. 2
11			Bonds Yield, Duration and Modified Duration	B.N. 2

CO: 2 & 3

LO: Calculate the bond's price with the use of different models, duration and understand bonds value theorem.

12	4	Valuation of Bonds	Convexity, Immunization	B.N. 2
13			Bond Value Theorem	B.N. 5
14			Valuation of Equity : Constant Growth Model	B.N. 2
15			Multi Stage Growth Model	B.N. 2
16			P/E Ratio Model, Earnings Multiplier Models	B.N. 2
17			Valuation of Preference Shares, Warrants, Valuation of Right Issues	B.N. 2

A-1. Assignment, Submission within 3 days

18	Presentations			
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CO: 2 & 3

LO: Calculate the securities price with the use of different models.

19	5	Security Analysis	Stock Market Analysis	B.N. 2
20			Fundamental Analysis	B.N. 2
21				
22			Technical Analysis	B.N. 2
23			Dow Theory, Elliot Wave Theory	B.N. 2
24			Efficient Market Theories and Testing	B.N. 2

CO: 3

LO: Define fundamental analysis and technical analysis.				
25	6	Portfolio Concepts	Portfolio and Security Return	B.N. 2
26			Diversification, Markowitz Model	B.N. 2
27			Sharpe Index Model : Factor Model	B.N. 2
28			Arbitrage Pricing Theory, Portfolio Investment Process	B.N. 2
29	Presentations			
	CO: 3 & 4			
	LO: Describe basics of portfolio management and calculate risk, returns of the portfolio with the help different valuation models.			
30	7	Portfolio Evaluation	Measures of Returns, Formula Plans	B.N. 2
31			Sharpe and Treynor Measure	B.N. 2
32			Portfolio Management Strategies : Bond Portfolio Management Strategies, Equity Portfolio Management Strategies	B.N. 1
A-2., Submission within 5 days				
A-8. Class test				
CO: 3 & 4				
LO: Calculate the performance of portfolio by applying various measures and define various strategies for management for bond and equity portfolio.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

1. Reilly, Investment Analysis and portfolio management 2009 Cengage Learning
2. Bhalla. V.K Investment Management.2008 Sultan Chand New Delhi:
3. Bodie & Mohanty, Investments: An Indian Perspective,8,Tata Mcgraw Hill
4. Sudhindra Bhat Security Analysis and Portfolio Management Excel books
5. V.A. Avadhani, Securities Analysis & Portfolio Management Himalaya Publi House

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII Rubric for Internal Assessment			
Subject: Investment Analysis and Portfolio Management			
MBA IV Sem (2015-17)			
Goal : Students will be able to understand the investments field as it is currently understood and practiced for sound investment decisions making.			
Objective: To provide the students in-depth understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of mutual funds, investment strategies and portfolio management services.			
205 Students	73Student	No Student	04 Students
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and were able to describe and analyze the investment environment, different types of investment vehicles; and completely understand the logic of investment process and the contents of its' each stage. Demonstrate the command over the use the quantitative methods for investment decision making to calculate risk and expected return of various investment tools and the investment portfolio.	%.... students were accomplished and able to articulate Some perspectives of Investment analysis and Portfolio Management. Some of the students were able to understand the logic of investment process and the contents of its' each stage. Some Demonstrates the command over the use the quantitative methods for investment decision making to calculate risk and expected return of various investment tools and the investment portfolio.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Investment Analysis and Portfolio Management. They were not able to demonstrate the command over the use the quantitative methods for investment decision making – to calculate risk and expected return of various investment tools and the investment portfolio.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson plan****Subject: FT 403F International****Strategic Finance****Class : MBA IV sem.****Session : Jan-June**

I: Objectives of Course-To provide a conceptual framework of the Working of International Financial Institutions, Money Markets, Exchange Transactions and Capital Markets.

II: Examination: Students shall be evaluated on two components , internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

- CO1 Understand structure of international Foreign Exchange market.
- CO2 Describe the various currency arrangements a country may adopt.
- CO3 Identify opportunities for arbitrage and discuss methods to exploit these opportunities.
- CO4 Evaluate cross-border investment opportunities, and describe a multinational firm's decision-making process for long-term capital budgeting, short-term cash-flow management, and the management of foreign operations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2		3			
CO 2	2	2	3					
CO 3	2	3	3		1	1	2	
CO 4	3	3	3	1	3		2	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	Book References
1	1	International Financial management	An overview, International Financial management and domestic financial management, Motivations for international finance	B.N. 4/B.N. 5

2			Theories of Foreign Exchange rate movement and International Parity Conditions	B.N. 1/B.N. 6
3			Purchasing Power Parity, International Fisher Effect	B.N. 1
4			Case Study- Oil Levis: The Economic Implications	B.N. 3
CO: 1 & 2				
LO: Understanding of the theories of international finance and monetary issues and apply them to real world situations				
5	2	The Foreign Exchange markets	Functions of the Foreign Exchange Market	B.N. 1/B.N. 6
6			The Foreign Exchange rates -direct and indirect quotations.	B.N. 1/B.N. 6
7			Spot market and forward market - forward premiums and discounts	B.N. 1/B.N. 2
8			Bid - ask spread, Interest Arbitrage - Covered Interest Arbitrage, Interest Parity theory	B.N. 1/B.N. 2
9			Case Studies-President Carter Lectures the Foreign Exchange Markets	B.N. 3
	Assignment on Foreign Exchange Market			
CO: 2 & 3				
LO: Describe the details of foreign exchange and international money markets. Explain the spot and forward foreign exchange markets .Learn Arbitrage pricing Theory.				
10	3	Management of Foreign Exchange Risk	Management of Foreign Exchange Risk -Translation exposure	B.N. 2/B.N. 6
11			Functional Versus Reporting Currency	B.N. 3
12			Comparison of Four Translation Methods	B.N. 2
13			Transaction exposure- Measurement and Management of Transaction exposure	B.N. 6

14			Currency Correlation and Variability as Hedging Tools	B.N. 6
15			Economic Exposure, Transaction Exposure Versus Economic Exposure	B.N. 6
16			Case Study-Rolls-Royce Limited, The Mexican Peso	B.N. 3
CO: 3 & 4				
LO: Explain the Management of Foreign Exchange Risk including Translation exposure and Transaction exposure				
17	4	Financial Management of the Multinational Firm	Cost of Capital of the Multinational Firm	B.N. 4/B.N. 5
18			Capital Structure of the Multinational Firm	B.N. 4/B.N. 5
19			Determining capital structure components	B.N. 4/B.N. 5
20			Cost of Capital for MNCs VS Domestic Firms,	B.N. 4/B.N. 5
21			Case Study- Mobex Inc.	B.N. 3
	Assignment on Determining Capital Structure			
CO: 3 & 4				
LO: Get exposition of Multinational Financial Management; cost of capital and capital structure of firms.				
22	5	Multinational Capital Budgeting	Capital Budgeting of Multinational firm	B.N. 3/B.N. 5
23			Problems and issues in foreign investment analysis.	B.N. 3/B.N. 5
24			Techniques of capital budgeting - NPV	B.N. 3/B.N. 5
25			IRR,APV method	B.N. 3/B.N. 5
26			Presentation	
CO: 4				
LO: Understand the Problems and issues in foreign investment analysis. Explain the Techniques of capital budgeting				
27	6	Multinational Cash	Centralized perspective of cash flow analysis.	B.N. 1/B.N. 5

28		Managem ent	Techniques to optimize cash flow - leading and lagging, netting, matching. Country risk analysis	B.N. 1/B.N. 5
29			Case Studies-Electronic Means of International Fund Transfer	B.N. 3
CO: 4				
LO: Understand the multinational Cash management; Techniques to optimize cash flow - leading and lagging, netting, matching.				
30			Eurocurrency markets, International Bonds Markets	B.N. 6
31	7	Managing Foreign Operations	External Commercial Borrowings, Advantages of Euro Issues. GDRs and ADRs	B.N. 6
32			Presentation	
CO: 4				
LO: Understanding of Eurocurrency markets, International Bonds Markets, External Commercial Borrowings, and Advantages of Euro Issues. GDRs and ADRs.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1.Apte, PG International Financial Management 5e,Tata Macgraw Hill
- 2.Madura International Financial management 1st , 2008 Cengage Learning
- 3.Shapiro,Alan C.Multinational Financial Management, 4ed,PHI
- 4.Madhu Vij International Financial Management,2010,Excel books
- 5.Seth, A.K International Financial Management,Galgotia Publisher
- 6.C,Jeevanandan, Foreign Exchange & Risk Management Sultan Chand & Sons
- 7.Eun &, Rusnik International Financial Management ,4eTataMacgraw Hill
- 8.Clark, International Financial management, 2nd 2008 . Cengage Learning
- 9.R M Srivastava Multinational Financial Management Excel books
- 10.Bhalla. V.K.International Financial Management:Text and Cases Anmol Publi
- 11.Kevin,Fundamentals of International Financial management,PHI Learning

VII: Notes:

1. There will be 3 assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5.Final assessment will be on following basis:

VIII Rubric for Internal Assessment			
Subject: International Strategic Finance			
MBA IV Sem (2015-17)			
Goal : Students will be able to understand the role that international trade and investment, currency movements, derivative instruments, hedging strategies, international financial markets, and international agreements and institutions play in the management of multinational corporations.			
Objective: To provide a conceptual framework of the Working of International Financial Institutions, Money Markets, Exchange Transactions and Capital Markets.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of International Strategic Finance. They were able to describe and distinguish among alternative derivative instruments, including the different types of exposures multinational corporations face when using derivative instruments.	%.... students were accomplished and able to articulate Some perspectives of international strategic finance. Some of the students were able to describe and distinguish among alternative derivative instruments, including the different types of exposures multinational corporations face when using derivative instruments.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of International Strategic Finance. They were not able to describe and distinguish among alternative derivative instruments, including the different types of exposures multinational corporations face when using derivative instruments.

IX: Scheme of Internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH**IPS ACADEMY****Lesson Plan****Subject: Business Process Transformation****Session: Jan-Jun****Class: MBA IV Sem****I:Course Objective:**

The objective of the course is to study business transformation through managing people with special emphasis on innovation, Creativity, team building, TQM and BPR

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

- CO1 Enhance ability of working in team, for achieving organization goals.
- CO2 Fosters innovative and creative thinking.
- CO3 Creates awareness about importance of Quality Concepts at work place.
- CO4 To help them understand the approaches of change and adapt to them accordingly.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1	-	1	1	3	1	-
CO 2	2	2	3	-	1	1	2	-
CO 3	2	2	-	-	1	2	1	3
CO 4	2	3	2	-	3	2	2	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Innovation and Creativity:	Theories of innovation and creativity	B.N.2
2			Managing People Side of innovation,	B.N.2
3			Resistance To innovation,	B.N.2
4			the Creative Process, Releasing creativity	B.N.2
5			Creative Techniques of Problem Solving, the Creative Environment,	B.N.2
6			Creative Organization, Creativity Training,	B.N.2
7			Introduction To Learning organizations, Architecture of Learning Organization	B.N.2
CO: 2				
LO: Develops a Flair towards Innovative & Creative Thinking and enhanced problem solving abilities ,along with creating learning organization				
8	2	Team Building:	Redesigning Work,	B.N.1
9			Developing Teams, Building Teams Structure and Skills	B.N.1
10			Managing Disruption and Conflict, Improving Work Process and Workflow	B.N.1
11			Appraising Team Performance, Leading High Performance Teams.	B.N.1
CO: 1				
LO: Foster Team building and understanding of Team Structure along with improved performance & Process.				
12	3	Total Quality Management:	History & Philosophy of TQM, Total Quality As A System	B.N.3
13			Step By Step TQM Implementation Process	B.N.3
14			ISO 9000 & ISO 14000	B.N.3

15			Process implementation and Obtaining certification	B.N.3
16			Malcolm Baldrige Award Criteria, Deming’s Award, Rajiv Gandhi National Quality Award	B.N.3
CO: 3				
LO: Basic understanding of Total Quality Management Concepts, Process, Certifications and awards associated with.				
17	4	Basic HR issues in Total Quality Management:	Leadership Vision and Continuous Process of Improvement	B.N.1
18			Kaizen	B.N.1
19			Performance Appraisal and TQM	B.N.1
20			People Capability Maturity Model (PCMM), Quality Based HR Practices.	B.N.1
Assignment Submission				
CO: 3				
LO: Enhanced Knowledge of HR issues in TQM and use of techniques like Kaizen,PCMM & Quality Based HR Practices				
21	5	Business Process Re-Engineering	Basic Concepts, Process Mapping,	B.N.1
22			Work Flow \Mapping,	B.N.1
23			Effectively Applying BPR in the Organizations	B.N.1
24			Case Discussion	B.N.1
CO: 2				
LO: Increase Knowledge about Business Process Re-Engineering & its application in industry				
25	6	Management of Change	Theories of Change,	B.N.5
26			leading Change, Resistance to Change,	B.N.5
27			Change Proneness, Visioning	B.N.5
28			HRM and Culture of Change	B.N.5
CO: 2,4				
LO: Learning Change Management fundamentals and approaches to implement it				

29	7	Knowledge Management:	Meaning, Application	B.N.4
30			Creating Knowledge Organization,	B.N.4
31			Role of Chief Knowledge officer in organization	B.N.4
32			Case Analysis	
CO: 2,4				
LO: Understanding of Knowledge Management, its application for creating knowledge organization.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Grover **Business process Transformation**,2010,PHI Learning
2. Poirier **Business process management Applied** 1st 2008 Cengage Learning
3. Evans, **Total Quality management** 1st 2009 Cengage Learning
4. Tapan Panda **Knowledge Management** Excel Books 20
5. Kavita Singh **Organisation Change and Development** Excel Books
6. Pradip N. Khandwala, **Fourth Eye: Excellence Through Creativity**, Wheeler Pub .

VII: Notes:

1. Class participation in all activities is must and carries marks.
2. Class participation activity like Group discussion, etc. carries 3 marks.
3. Class presentation constitutes 3 marks for each student either in group or as individual.
4. Assignment submission of case study analysis carries 3 marks.
5. Attendance in class is compulsory and carries 3 marks.
6. One internal test to be conducted after the syllabus completion will carry 8 marks.

VIII Rubric for Internal Assessment			
Rubric for Business Process Transformation			
MBA IV Sem (2015-17)			
<p>Goal : Students will be able to examine the steps required to achieve a specific goal in an effort to remove duplicate or unnecessary steps and automate as many actions as possible. Compliance regulations, as well as changes in the economy, often drive business process transformation.</p>			
<p>Objective: to study business transformation through managing people with special emphasis on innovation, Creativity, team building, TQM and BPR</p>			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to demonstrate basic Business Process Transformation concepts and theories of innovation and creativity.	%.... students were accomplished and able to articulate Some perspectives of Business Process Transformation. Some of the students were able to demonstrate basic Business Process Transformation concepts. Some of the students were able to illustrate theories of innovation and creativity.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student need improvement to understand the concept of Business Process Transformation. They were not able to demonstrate BPT Concepts and theories of innovation and creativity.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Compensation Management**Session:** Jan. - June**Class:** M.B.A IV Sem**I: Objective of the course:**

The objective of this course is to familiarize students with the dynamics of wage and salary administration and current trends in India.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

CO1: To help them analyze current trends in compensation management.

CO2: To acquire an understanding of theoretical concepts and its practical applicability.

CO3: To create a successful link between organizational goals, performance and compensation.

CO4: To have knowledge about laws related to compensation

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/ PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	2		2			2
CO 2	2	3	2		1	1		1
CO 3	3	3	2	1	2	3		2
CO 4	2	1			2	2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	I	Wage and Salary	Introduction, Definition	B.N.1/3/6/8
2			Goals	B.N.1/3/6/8

3		Administration	Job Evaluation	B.N.1/3/5/8
4			Wage and Salary Surveys	B.N.1/3/8
5			Time and Piece Rate	B.N.1/2/3/8
6			Merit Pay /Skill Based Pay	B.N.1/2/3/8
7			Factors affecting wage concept of pay of performance.	B.N.1/3/8
8			Case Study: New Delhi Shopping Point	B.N.3
CO: 1				
LO: This Unit will help the students understand the importance of Job Evaluation and how it can be used for wage and salary determination. The various methods of calculating the wages will also be learnt by the students.				
9	II	Incentive Plans	Individual and Group incentive plans	B.N.1/3/6
10			Productivity Gain sharing plans	B.N.1/3/6
11			Profit Sharing Plans	B.N.1/3/6
12			Non - Financial and Financial incentives	B.N.2/3/6
13			Measuring Cost - to - Company (CTC)	B.N.1/3/6
14			Case Study: Performance – related pay at Auto India Ltd.	B.N.3
Assignment No.1				
CO: 3				
LO: The concept of individual and group incentives and Gain sharing plans will be learnt by the students in this Unit. The difference between Financial and Non-financial will also become clear to the students in this Unit.				
15	III	Employee Benefits	Supplemented Pay benefits (pay for time not worked) insurance benefits	B.N.1/3/8
16			Retirement benefits	B.N.1/3/8
17			Employees’ service benefits	B.N.1/3/8
18			ESOP - Employee Stock Ownership Plan	B.N.1/3/8
19			Flexible benefits and Benefit Surveys.	B.N.1/3/8
20			Case Study: Innovative Design of Employee Benefits at Narmada Ltd.	B.N.3
CO: 2,3				
LO: The Benefits enjoyed by employees are made clear in this Unit. The students come to learn the various benefits which the employees enjoy besides the salary and wages.				
21	IV	Governing Laws	Provident Fund Act 1952	B.N.1/3/4
22			Minimum wages Act 1948	B.N.1/3/4
23			Payment of Wages Act 1948	B.N.1/3/4
24			Payment of Bonus Act, 1965	B.N.1/3/4
Assignment No.2				
CO: 4				
LO: The students will come to know the laws provided by the Government in relation to the employees of any organisation.				
25	V	Current Trends	Current Trends in Compensation and Reward Management.	B.N.1/3/7/8
26			Case Study: Strategic Compensation Initiative at New Age Technologies.	B.N.3
CO: 1				

LO: This Unit helps the students to understand the present trends in compensation and reward management.				
27	VI	Concept of Human Capital	Concept of human capital and its implications for compensating human resources.	B.N.1/3/5
28			Determinants of intra and inter-industry differentials in compensation.	B.N.1/3/5
29			Case Study: Differential Pay Policy at Nita International.	
30			Internal and External equity in compensation systems	B.N.1/3/5
CO: 1,2				
LO: This Unit helps the students to understand the importance of human capital and the difference of compensation in various industries.				
31	VII	Compensation Designing	Designing compensation for Chief Executives, senior managers, knowledge workers etc.	B.N.2/3/8
32			Case Study: Executive Compensation Strategy in Fortune Furnitech	B.N.3
CO: 1,2,3				
LO: Designing the compensation of the higher executives and the senior managers is an important task which will be learnt by the students in this Unit.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: References Book:

1. Milkowich, Newman, Ratnam. **Compensation (SIE)** 9e Tata McGraw Hill.
2. Armstrong. & Murlis. **Reward Management A Handbook of Salary administration.** London, Kegan Paul.
3. Bhattacharya. **Compensation Management**, Oxford Press.
4. Tapomoy Deb. **Compensation Management**, Excel Books.
5. Garry Dessler. Human Resource Management, 11e, Pearson Education.
6. B D Singh. Compensation and Reward Management Excel Books.
7. Henderson. Compensation Management in a Knowledge Based World. New Pearson Edu.
8. Dr. Kanchan Bhatia. Compensation Management, 1e, Himalaya Publishing House.

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Compensation Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Compensation Management			
MBA IV Sem (2015-17)			
Goal : Students will be able to understand the art and science of compensation practice and its role in promoting a company's competitive advantage			
Objective: To familiarize students with the dynamics of wage and salary administration and current trends in India.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to demonstrate basic compensation concepts and the context of compensation practice. They were able to illustrate different ways to strengthen the pay-for-performance link and also well described the concepts of Payment and employee benefits issues for contingent workers.	%.... students were accomplished and able to articulate Some perspectives of Compensation Management. Some of the students were able to demonstrate basic compensation concepts and the context of compensation practice. Some of the students were able to illustrate different ways to strengthen the pay-for-performance link and also well described the concepts of Payment and employee benefits issues for contingent workers.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... Students need improvement to understand the concept of compensation management. They need more efforts to illustrate different ways to strengthen the pay-for-performance link and also well described the concepts of Payment and employee benefits issues for contingent workers.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Organizational Development**Session:** Jan-Jun**Class:** MBA Sem IV

I: Course Objective: The objectives of this course are to acquaint the students with the importance of Organization Development, and to offer insights into design, development and delivery of OD programmes.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcomes (CO):

- CO1 Learn methods and techniques to improve the organizations and individual capacity to handle its intern
- CO2 To offer insights into organization design, development and delivery of OD programmes for improved
- CO3 To acquaint the students learning organizational improvement strategy to have more effective commun
organizational problems of all kinds
- CO4 To acquaint the students learning integrated framework capable of solving most of the important proble
organizations

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	2			2	2	
CO 2	3	2	2	1		2	1	
CO 3	1	2	3	3		2	2	
CO 4	3	2	2	2	2	2	2	2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	Organizational Development	Definition	B.N. 1/B.N.2
2			History , Assumptions	B.N. 1/B.N.2
3			Values & Beliefs in O.D	B.N. 1/B.N.2
4			Organization Development & Transformation	B.N. 1/B.N.2

5			Case Study	
CO: 1,4				
LO: This Unit will help the students to understand various terms relating to organizational development & transformation				
6	2	Theory and Management of OD	Foundations of OD	B.N. 1/B.N.2
7			OD Process	B.N. 1/B.N.2
8			Action Research and OD	B.N. 1/B.N.2
9			Case Study	
Assignment (Worksheet)				
CO: 2				
LO: The second Unit will make the students gain a general understanding of organizational change and foundation of development concepts				
10	3	OD interventions	Overview, Types	B.N. 1/B.N. 2
11			Team interventions, Inter- Group interventions	B.N. 1/B.N. 2
12			Comprehensive and Structural interventions	B.N. 1/B.N. 2
13			Choosing the Depth of Organizational Intervention	B.N. 1/B.N. 2
14	Presentation			
CO: 2,4				
LO: This Unit helps the students to understand identify organizational situations that would benefit from OD interventions, Understand OD diagnostic models				
15	4	Issues and Considerations in OD	Consultant-Client Relationships	B.N. 1/B.N.2
16			System Ramifications	B.N. 1/B.N.2
17			Power- Politics.	B.N. 1/B.N.2
18			Case Study	
CO: 1,3				
LO: This Unit helps the students to understand explain and act upon the differences between insider and outsider approaches to consulting and OD interventions				
19	5	Emerging Trends in OD	Special emphasis on future organizations.	B.N. 1/ B.N.2
20			Special emphasis on future organizations.	B.N. 1/ B.N.2
21			Case Study	
CO: 4				
LO: The students will study emerging trends in OD for foresightedness & better decision making				

22	6	Organization Design	Processes	B.N. 1/ B.N.2
23			Culture	B.N. 1/ B.N.2
24			Life Cycle	B.N. 1/ B.N.2
25			Phases of growth	B.N. 1/ B.N.2
26			Organizational Effectiveness	B.N. 1/ B.N.2
27			Organizational Excellence	B.N. 1/ B.N.2
28			Organization Culture	B.N. 1/ B.N.2
29			Values & Ethics	B.N. 1/ B.N.2
30			Case Study	

CO: 1

LO: This unit will help students to design and plan the implementation of multiple OD interventions for achieving organizational excellence

31	7	Organization Development	Planned change strategy Managing Change in Times of Turbulence.	B.N. 1/ B.N.2
32	Presentation			

CO: 3,4

LO: The last unit will help students to understand the dynamics and appreciate the difficulties of change as applied to organizational culture and human behavior

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Kavita Singh Organization Change and Development, Excel Books
- 2 Wendell L. French and Cecil N. Bell Jr., Organization Development Prentice Hall

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject : Organizational Development			
MBA IV Sem (2015-17)			
Goal : Students will be able to Define various terms relating to organizational development & change and Identify organizational situations that would benefit from OD interventions			
Objective: To acquaint the students with the importance of Organization Development, and to offer insights into design, development and delivery of OD programmes.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to demonstrate basic organizational development concepts. Understand how organizational development differs from other change methods and Understand OD diagnostic models.	%.... students were accomplished and able to articulate Some aspice organizational development concepts. Understand how organizational development differs from other change methods and Understand OD diagnostic models.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They need improvement to understand the concept of organizational development.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY , INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR)
INDORE
Lesson Plan

Subject: FT 405I Computer Networks

Session: January - June

Class: MBA - IV Sem

I: Objective of course: The objective of this course is to help students to understand the concepts of Data Communication and Computer Networks and related issues and their use in organization and processing complex business information.

II: Examination: Students shall be evaluated on two components , internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester examination will be worth 80 marks, the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 Understand the concepts of Data Communication and Computer Networks and related issues
- CO2 To establish the data communication network among multiple computers
- CO3 To understand data transmission technology through topologies
- CO4 Managing the data securely from one network to another

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		2			1		
CO 2	2		1			2		
CO 3	3		2			3		
CO 4	2	1	3		3	3		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Computer Networks	Introduction, Distributed Systems, Network Goals & its Applications	B.N. 4
2			Protocol Hierarchies, network architecture, design issues for the layers	B.N. 4
3			Simplex, half-duplex, full-duplex, interfaces and services	B.N. 4

4			Connection oriented and connection less services, service primitives	B.N. 4
A-1. First assignment, submission with in 3 days				
CO: 1				
LO: Understanding of Computer Networks, Distributed systems, Network Architecture & Application of Layers, Hierarchies and Data transfers				
5	2	Reference Models	The OSI Reference Mode	B.N. 6
6			The TCP/IP Reference Model	B.N. 6
7			Comparison and Critique of the OSI and TCP/IP Reference Models	B.N. 6
A-2. Second assignment, Submission within 3 days				
CO: 2				
LO: Knowledge about OSI Reference Model and TCP/IP Reference Model				
8	3	Physical Layer	Concepts of data transmission, transmission media, guided and unguided media	B.N. 6
9			Digital and analog transmission, transmission impairments	B.N. 6
10			Multiplexing- TDM, WDM, FDM	B.N. 6
11			Switching techniques- circuit, packet and message,	B.N. 6
12			Cellular Radio, wireless transmission	B.N. 6
13			Modems, DSL, cable modem, ISDN introduction, ISDN channels, ISDN layers, services, and Communication Satellites	B.N. 6
A-3. Group assignment, Submission within 5 days				
CO: 3				
LO: Basic understanding of data transmission & transmission media technique on physical layer, sending of Packet or Data using Switching techniques				
14	4	Data Link Layer	Framing, error control, flow control	B.N. 4
15			Unrestricted simplex, simplex stop-and-wait protocol, HDLC, SLIP, PPP	B.N. 4
CO: 4				

LO: Application of Data link layer, error and flow control, understanding of the terms HDLC, SLIP, PPP				
16	5	Network Layer	Internal organization	B.N. 6
17			Routing, congestion, routing-shortest path	B.N. 6
18			Preallocation of buffers, choke packets, deadlocks	B.N. 6
19			Services of network layer	B.N. 6
A-4. Presentations				
CO: 3				
LO: Understanding and application of Network Layer in Internal organization. Knowledge about deadlocks and Services of network layer				
20	6	Transport Layer	Services of transport layer	B.N. 6
21			Transport protocols	B.N. 6
22			Connection management	B.N. 6
A-5. Assignment, Submission within 3 days				
CO: 4				
LO: Understanding and implementation of services of transport layer, Transport protocols				
23	7	Upper OSI layers	Session layer and Transport Interaction	B.N. 6
24			Presentation Layer – Translation, Authentication	B.N. 6
25			Data Compression	B.N. 6
26			Application layers – Message Handling System(MHS)	B.N. 6
27			File transfer, Access and Management (FTAM)	B.N. 6
A-6. Group assignment, Submission within 7 days				
CO: 3				

LO: Application of the Upper OSI layers, Session layer and Transport Interaction , understanding the terms Access and Management (FTAM)

28	8	Transmission Technology	Broadcast networks, Point-to-Point Networks	B.N. 4
29			LAN, MAN & WAN topologies	B.N. 4
30			Wireless networks, Internetworking	B.N. 4
31			Routers, Bridges, Switches, Gateways & Repeaters	B.N. 4
32			Windows NT, Novell Netware, Network Operating System	B.N. 4

A-7. Class test

CO: 3

LO: Understanding Transmission Technology, concept of different networks (LAN, MAN, WAN, etc.) and network topologies

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

- 1 Gallo Computer communication & networking technologies 1st2009 Cengage Learning
- 2 Andrew S Tanenbaum, Computer Networks,PHI,New Delhi
- 3 ISRD Group Data Communications & Computer Networks TataMcgrawHill,2010
- 4 Rajneesh Agarwal & B Tiwari Data Communication & Computer Networks Vikas Pub.
- 5 Miller Introduction to Data & Network CommunicationsDelmar Cengage,2010
- 6 Martin, J., “Computer Networks and Distributed Processing”, Prentice-Hall
- 7 Tom Sheldon, “Encyclopedia of Networking”, Tata McGraw Hill Pub.
- 8 William Stallings,Data and Computer Communication, Prentice Hall India
- 9 William A. Shay, “Understanding Data Communications and Networks”, Vikas Publishing
- 10 S. Keshav, “An Engineering Approach to Computer Networking”, Addison- Wesley

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: Computer Networks			
MBA IV Sem (2015-17)			
<p>Goal : At the successful completion of this course, students will be able to: Describe the general principles of data communication. Describe how computer networks are organized with the concept of layered approach. Describe how signals are used to transfer data between nodes.</p>			
<p>Objective: The objective of this course is to help students to understand the concepts of Data Communication and Computer Networks and related issues and their use in organization and processing complex business information.</p>			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to Describe the general principles of data communication. Describe how computer networks are organized with the concept of layered approach. Describe how signals are used to transfer data between nodes. Implement a simple LAN with hubs, bridges and switches.	%.... students were accomplished and able to articulate some perspectives data communication. Describe how computer networks are organized with the concept of layered approach. Describe how signals are used to transfer data between nodes. Implement a simple LAN with hubs, bridges and switches.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students fall in this criteria. They showed no knowledge of the subject.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR)**INDORE****Lesson Plan****Subject:** FT 403I UNIX and Linux Operating System**Session:** January - June**Class:** MBA - IV Sem

I: Objective of course: The objective of this course is to help students to understand the concepts of Multi-user, Multitasking Operating System Unix and related issues and their use in organization and processing complex business information.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester Examination will be worth 80 marks, the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

CO1:-Understand the use of UNIX/Linux system to accomplish technical tasks.

CO2:-Learn to monitor system performance and network activities.

CO3:-Organize directory structures with appropriate security

CO4:-Learn to create and manage simple file processing operations

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2		1		1	
CO 2	1	2	3			1	1	
CO 3		1	1				1	1
CO 4	1	2	1				1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Operating Systems and UNIX	Concepts History and Functions.	B.N.2
2			The UNIX Operating System: Back ground, Philosophy	B.N.2
3			General Overview of the system, Introduction to Kernal concepts Help Facility	B.N.2
A-1. First assignment, submission within 3 days				
CO: 1				

LO: Understand the concept of UNIX operating system				
4	2	The File Systems, Utilities and Filters	File Systems : Structure of file system	B.N.2
5			Internal representation of files	B.N.2
6			System calls for the file system, pwd, cd ls, cat, mkdir, rmdir, chmod, cp rm, mv commands	B.N.2
7			Utilities: more, file wc, od, cmp, comm..., diff, lp, banner, cal, date who tty, sty commands.	B.N.2
8			Simple Filter: Pr head, tail, cut, paste, sort, unip, nl commands	B.N.2
9			Advanced filters: grep, egrap, sed tr, join, awk, filtering	B.N.2
A-2. Second assignment, Submission within 3 days				
CO: 1				
LO: Learn to work with UNIX commands with advance filters				
10	3	Shell and Shell Programming	The Bourne shell : Sh, proceeding a command by its path	B.N.2
11			Combining commands, pattern matching, echo, pipes	B.N.2
12			Tees, shell variables, shell scripts	B.N.2
13			Programming with the Shell	B.N.2
14			System variables, The profile conditional execution	B.N.2
15			Script termination, if, case, while-until, for, et shifts statements	B.N.2
A-3. Group assignment, Submission with in 5 days				
CO: 4				
LO: Learn to work w4ith shell programs using control structures and loops				
16	4	The Process	The structure of process, process control	B.N.2
17			Process scheduling and time	B.N.2
18			Shell process, parent and children process	B.N.2
19			Process status, system process	B.N.2
20			Multiple job in background, wait command	B.N.2
21			Premature termination of a process, job execution with low priority	B.N.2
22			Multiple jobs in foreground-shell layers, timing processes	B.N.2

A-4. Presentations				
CO: 4				
LO: Learning to schedule and control processes				
23	5	Communicating and Scheduling	Bulletin Board, Message of the day	B.N.2
24			Two way communication, Insulation from the other users	B.N.2
25			Using Mailbox, Address all users	B.N.2
26			Delay, Execute in shell script later	B.N.2
27			Running jobs periodically	B.N.2
A-5. Assignment, Submission with in 3 days				
CO: 2				
LO: Understand the method of communicating and scheduling with mailbox and Running multiple jobs in foreground				
28	6	System Administration:	Super user, security, user services	B.N.2
29			Floppy disk management, Operation, file system administration, backups	B.N.2
A-6. Group assignment, Submission with in 7 days				
CO: 3				
LO: Familiarity with file system and security with UNIX and creating backups				
30	7	Introduction to Linux Operating System	Basic Commands -1	B.N.1
31			Basic Commands -2	B.N.1
32			Utilities: Linux Operating System	B.N.1
A-7. Class test				
CO: 1				
LO: Understanding and using the basic features of Linux operating system and application of Linux basic commands				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

- 1 Ambawade & Shah Linux Lab:Hands on Linux,2011, Dreamtech Press
- 2 Sumitabha Das, Unix Concepts and application, New Delhi, Tata McGraw Hill
- 3 Mike Mcgrath Linux in easy steps,2010 Dreamtech Press
- 4 Forouzan, Unix and Shell programming.1st 2009 Cengage Learning
- 5 Das, UNIX: Concepts and Applications, Tata McGraw Hill.2010
- 6 Rosen UNIX: The Complete Reference, Tata McGraw Hill,2010
- 7 Diaz, Introduction to Unix/ Linux With DVD 1st 2009Cengage Learning
- 8 Bach, Design of the UNIX Operating System,PHI Learning
- 9 Stevanse,Unix Programming ,PHI Learning
- 10 Peter Norton, Guide to Unix, New Delhi BPB Publication
- 11 Promod Koparkar, Unix for you, New Delhi, Tata McGraw Hill

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: UNIX and Linux Operating System			
MBA IV Sem (2015-17)			
Goal : On completion of this course the student should be able to: Identify and use UNIX/Linux utilities to create and manage simple file processing operations, organize directory structures with appropriate security, and develop shell scripts to perform more complex tasks.			
Objective: The objective of this course is to help students to understand the concepts of Multi-user, Multitasking Operating System Unix and related issues and their use in organization and processing complex business information.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
01 Students	02 Student	No Student	No Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and be able in written technical communication and effective use of concepts and terminology. Facility with Unix command syntax and semantics. Demonstrate ability to read and understand specifications, scripts and programs. Individual capability in problem solving using the tools presented within the class.	%.... students were accomplished and able to demonstrate some ability to read and understand specifications, scripts and programs. Individual capability in problem solving using the tools presented within the class.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students fall in this criteria. They showed no knowledge of the subject.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR)
INDORE
Lesson Plan

Subject: FT 404IVisual Basic Programming

Session: January - June

Class: MBA - IV Sem

I: Objective of course: The objective of this course is to help students to understand the visual Programming and concepts of front-end tool using visual basic and their use in organization and processing complex business information.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation .The Semester examination will be worth 80 marks, the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 Understand use of VBP applications in organization
- CO2 Learn Visual Basic's Integrated Development Environment (IDE)
- CO3 Demonstrate Designing, creating, building, and debugging Visual Basic applications
- CO4 Understand concept of crystal report in business solutions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	1			1	
CO 2		2	1					
CO 3	1	1	1				2	
CO 4	2	3	1		1		1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Visual Basic	Enhanced features, introduction to graphical user interface, introduction to front end tools	B.N.1
2			Event driven programming, object and controls	B.N.1
3			Attributes and events of objects, form events and properties, and using control	B.N.1

4			text box control, command buttons, list box , combo box and Scroll bars, working with control array	B.N.1
A-1. First assignment, submission within 3 days				
CO: 1				
LO: Awareness about Visual Basic Programming concept, Event driven programming Principles and benefits of graphical user interface				
5	2	Managing Projects	Control structures, scope and life time of variables, arrays	B.N.2
6			Static array, Dynamic array, User defined data type	B.N.2
7			Collections understanding projects, structure of visual basic application, variables, methods, procedures, functions	B.N.2
A-2. Second assignment, Submission within 3 days				
CO: 3				
LO: Technical and practical knowledge about VB Program, Syntax Array, meaning and use of Data Types.				
8	3	Working with Forms	Loading, showing and hiding a form, controlling one form, from within another, creating menus using menu editor	B.N.1
9			Menu control array, creation of objects during run time, MDI (Multiple Document Interface)	B.N.1
A-3. Group assignment, Submission within 5 days				
CO: 3				
LO: Application and use of Forms and MDI				
10	4	Files	Sequential file, random file, Binary file, File controls	B.N.1
11			Drive list box, directory list box, and file list box.	B.N.1
12			Drive list box, directory list box, and file list box.	B.N.1
13	5	Creating graphical applications	Timer object, mouse events	B.N.1
14			Drag and drop event	B.N.1
15			Image box and picture box, shape control	B.N.1
A-4. Presentations				
CO: 1				
LO: Understanding types of file systems and file controls				

16	6	Active X control	Common dialog box, grid control, tool bar & status bar	B.N.2
17			Animation control, tree view control,	B.N.2
18			List view control, image list control, Tabstrip	B.N.2
19			SSTab control, Slider and Progress bar control.	B.N.2

A-5. Assignment, Submission within 3 days

CO: 2

LO: Awareness and application of graphics

20	7	Database Management	Introduction to MS-Access & Oracle 8i	B.N.1
21			Properties of Data controls	B.N.1
22			Navigating Database through data control, using DB combo & dblist with data control	B.N.1
23			Using DB grid with data control	B.N.1
24			Data control and SQL	B.N.1

A-6. Group assignment, Submission within 7 days

CO: 4

LO: Understanding of common controls & Grids like; dialog box, grid control, animation controls, etc.

25	8	ADO	Creating application using ADO, understanding ADO	B.N.2
26			Hierarchy using methods and properties of ADO objects	B.N.2
27			ADO and SQL	B.N.2
28			Introduction to client server environment connecting to oracle with data control	B.N.2

A-7. Group presentations

CO: 3

LO: Understanding the concept of Database management system and use of SQL in it.

29	9	Crystal Report 8.0	Crystal Report 8.0: Creating simple reports	B.N.2
30			Using crystal reports control	B.N.2
31			Simple application with crystal reports	B.N.2
32			Properties of crystal report query	B.N.2

A-8. Class test
CO: 4
LO: learning of application using ADO and client server model

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference

- 1 Steven Holzner Visual Basics ,Net Programming Black Book,Dreamtech
- 2 Kogent Solutions Visual Basics 2008 Programming Black Book Dreamtech
- 3 Petrusha, Visual Basic 2005: The Complete Reference TataMcgrawHill,2010
- 4 Jerke Visual Basic 6: The Complete Reference TataMcgrawHill,2010
- 5 ZakVisual Basics 2008 1st 2008 Cengage Learning
- 6 Allert Visual C++ Programming 1st 2009 Cengage Learning
- 7 Evangelos Petroustos, Mastering VB 6.0, BPB Publications, New Delhi
- 8 Mohammed Azam Programming With Visual Basic 6.0 Vikas Publication
- 9 Peter Norton, A guide to Visual Basic, Techmedia, New Delhi
- 10 Eric Brierley, Anthony Prince and David Rinaldi,Visual Basic 6 How To, Techmedia
- 11 Scott Warner, Teach yourself Visual Basic 6, Tata McGraw-Hill Publishing Co. Ltd

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
 2. Class tests will be based on theoretical and practical aspect of the subject.
 3. Class performance and discipline will be an important factor for assessing internal marks.
 4. The result of each tests/assignment will be declared within one week.
 5. Late submissions will not be accepted in any case.
 6. Attendance will be a major factor for assessing class performance.
 7. The students are required to submit practical assignment in computer practical notebook for external viva voce.
-

VIII Rubric for Internal Assessment			
Subject: Visual Basic Programming			
MBA IV Sem (2015-17)			
Goal : The goal of the course is to help students gain knowledge in the basic concepts of object-oriented programming and build skills to develop modern software programmes using the language Visual Basic. Organized with the concept of layered approach. Describe how signals are used to transfer data between nodes.			
Objective: The objective of this course is to help students to understand the concepts of Data Communication and Computer Networks and related issues and their use in organization and processing complex business information.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and be able to effectively develop applications with full functionality and a graphical user interface using the language Visual Basic have the capability of analyzing and finding suitable and effective solutions to Windows based applications using classes and objects and switches.	%.... students were accomplished and able to articulate some perspectives of analyzing and finding suitable and effective solutions to Windows based applications using classes and objects and switches.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students fall in this criteria. They showed no knowledge of the subject.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Consumer Behavior and Rural Marketing****Session: Jan-June****Class: MBA IV Sem**

I: Course Objectives: The objectives of this course are to expose the students to various aspects of Consumer Behavior as an integral part of marketing management, and provide abilities in Rural Marketing.

II: Examination: The faculty member will award internal marks out of 20. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Apply basic rural marketing theories and concepts of consumer behavior to understand the market
- CO2 Understand rural environment and consumer behavior in order to develop appropriate objectives and strategies
- CO3 Develop unique rural marketing plans
- CO4 Design and implement effective rural marketing strategies after understanding consumer behavior

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			3			
CO 2		2					3	2
CO 3	2	3				3	2	
CO 4		2			2		1	2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Consumer Behavior	Introduction, Nature, Scope, Consumer Research	B.N. 1, B.N. 6

2			Case study- Old is Gold	B.N. 2, B.N. 7
CO: 2				
LO: Understand the concept & importance of Consumer Behavior and Consumer Research in Marketing.				
3	2	Consumer Decision Process	Consumer Decision Processes	B.N. 2, B.N. 7
4			Pre-purchase process: Information processing, Purchase Processes: Consumer Decision rules.	B.N. 3, B.N. 8
5			Post Purchase processes: Framework, dissonance satisfaction / dissatisfaction.	B.N. 2, B.N. 9
6			Case study- Pals buy a Food Processor	B.N. 5, B.N. 9
7	Assignment			
CO: 1 & 2				
LO: Understand Consumer Decision Processes.				
8	3	Consumer Behaviour Models	Nicosia Model, Howard Sheth Model	B.N. 1, B.N. 6
9			EngelBlackwell and Miniard Model	B.N. 1, B.N. 6
10			Sheth Family Decision Making Model	B.N. 1, B.N. 6
11			Case study- Booming Batter Business	B.N. 1, B.N. 6
CO: 1 & 2				
LO: Understand Various Consumer Behavior Models & their application.				
12	4	Determinants	Individual Determinants of Consumer Behavior	B.N. 2, B.N. 9
13			Demographics, Psychographics	B.N. 2, B.N. 9
14			Case study- What motivates men and women to buy?	B.N. 5, B.N. 9
CO: 2				

LO: Application of Individual Determinants of Consumer Behavior with respect to Products and Services.				
15	5	Environmental Influences on Consumer Behavior	Culture, Cross cultural understanding	B.N. 5, B.N. 9
16			Social class, family. Family life-cycle group and personal influence,	B.N. 1, B.N. 10
17			Word of mouth communication, opinion leadership	B.N. 1, B.N. 10
18			Future of consumer behaviour	B.N. 1, B.N. 10
19			Case study- TATA' Gold Plus Jewellery	B.N. 5, B.N. 9
CO: 3 & 2				
LO: Analysis and Applications of Environmental Influences on Consumer Behavior.				
20	6	Rural Marketing	Concept, importance and scope	B.N. 4, B.N. 8
21			Understanding rural market, rural environment,	B.N. 4, B.N. 8
22			Infrastructure and rural trade practices, Rural consumer behaviour	B.N. 4, B.N. 8
23			Factors affecting consumer behaviour and psychology of rural customers	B.N. 4, B.N. 8
24			Case study-Coca Cola Satrategy for Rural Markets	B.N. 5, B.N. 9
CO: 3				
LO: Understand basics of Rural Marketing.				
25	7	Product, branding and packaging	Product, branding and packaging, Distribution in the rural markets	B.N. 3, B.N. 7
26			Types of rural channels, selection and management of channels	B.N. 4, B.N. 8
27			Factors influencing channel decisions	B.N. 5, B.N. 8
28			Retailing, transportation, warehousing	B.N. 5, B.N. 8

29			Promotion in Rural Markets: role of advertising	B.N. 5, B.N. 8
30			Sales promotion, publicity, Personal selling in rural markets	B.N. 4, B.N. 8
31			Case Study- Rural markets	B.N. 5, B.N. 9
32	Presentation			
CO: 3 & 4				
LO: Understand Overall marketing Strategy of Rural Marketing Mix.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI:BOOK REFERENCE:

- 1 Shri Prakash Theory of Consumer Behaviour Vikas Publication ,2010
- 2 Hawkins, David, Consumer Behavior , 11E Tata Mcgraw Hill
- 3 Dogra, B.L Rural Marketing 1e, Tata Mcgraw Hill
- 3 Blackwell, Consumer Behavior 1st 2008 Cengage Learning
- 4 Gopalaswamy, T P Rural Marketing- Environment, Problems & Strategies Vikas
- 5 Kashyap, The Rural Marketing Book (Text & Practice), Wiley 11
- 6 Satish Batra and Kazmi Consumer Behaviour Excel Books
- 7 U C Mathur Rural Marketing Excel Books
- 8 Badi & Badi Rural Marketing, 2010 Himalaya Pub. House
- 9 Assel, H., "Consumer Behaviour", 2008 Cengage Learning
- 10 Solomon M.R., "Consumer Behaviour", PHI

VII:Note:

- 1 There will be 2 group major assignment . Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Consumer Behaviour and Rural Marketing			
MBA IV Sem (2015-17)			
<p>Goal : The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value.</p>			
<p>Objective: The objectives of this course are to help students gain an understanding of various aspects of Consumer Behaviour and their applications & rural marketing as an integral part of marketing management, and developed an understanding of rural marketing</p>			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the behavioural aspects of marketing management. they explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behaviour particularly in rural market.	%.... students were accomplished and able to articulate some perspectives of Consumer Behaviour and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behaviour.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of Consumer Behaviour and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behaviour.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: International Marketing
Class: M.B.A IV Semester

Session: Jan. - June

I: Objective of the course:

The objectives of this course are to help the student to gain an understanding of concepts of International Marketing, types of international markets, demand and supply position in international markets, import-export documentation, policies and procedures of foreign trade.

II: Examination:

The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Apply basic international marketing theories and concepts to understand the environment
- CO2 Understand international environment in order to develop appropriate international marketing objectives and strategies
- CO3 Develop unique international marketing plans
- CO4 Design and implement effective market access strategies

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3			3			2
CO 2	2	2				3		3
CO 3			2			2	1	
CO 4	1			1			3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	International Marketing: Basis and Theories	Introduction of International Marketing Basis of International Trade.	B.N. 1

2			Theories of International Trade: Absolute Advantage, Comparative Advantage and Factor endowment Theory.	B.N. 1,2,3
3			Difference between Domestic, International, Multinational, Global Markets. Case: Global Marketing in Wipro & its Antecedents, International Marketing, R.Srinivasan, 2 nd Edition, pp.166.	B.N.1,2,3
4			Ethnocentric, Regiocentric, Geocentric and Polycentric (EPRG) Framework.	B.N.1,2,3
Assignment: Submit a write up on understanding about EPRG Frame work.				
CO: 1				
LO: Be aware of the differences between domestic marketing and international marketing.				
5	2	International Marketing Environment	Social & Political International Environment.	B.N.1,2,6
6			Legal & Economic International Environment.	B.N.1,2,6
7			Case: France & The New Economy, International Marketing, P.K.Vasudeva, 4 th Edition, pp.102	B.N.1,2,6
CO: 2				
LO: To understand the International Environment.				
8	3	Factors affecting international trade, role of IMF & WTO	Factors affecting international trade.	B.N.4,5,7
9			Methods of entry in the international market.	B.N.4,5,7
10			Methods of entry in the international market....contd.	B.N.4,5,7
11			Type of Regional Agreements.	B.N.4,5,7
12			Role of IMF in international trade	B.N. 4,5,7
13			Role of WTO in international trade.	B.N. 4,5,7
CO: 2				
LO: Explain the different orientations in segmenting international markets.				
14	4	Foreign Trade Policy	Foreign Trade Policy: EXIM policy 2002-2007.	B.N.1,4,5,7
15			EXIM Policy 2002-2007....contd. Case: Gain an International Competitive Advantage with Halo Financial, P.K.Vasudeva, 4 th Edition, pp.354	B.N.1,4,5,7
Assignment: Throw light on the features of current EXIM Policy.				
CO:				
LO: Able to understand Exim Policy 2002-07.				
16	5	Export Documentation and procedure	Export Documentation and procedure.	B.N.4,6,7
17			Institutional support for export promotion in India.	B.N.4,6,7

CO: 1				
LO: Able to know Export Documentation and Procedures.				
18	6	International Marketing Mix: Product	Identifying New Products, International Product Planning.	B.N.4,5,6
19			Product Design Strategy, Product Elimination. Case : The Kellogg Company, International Marketing Management, Subhash C.Jain, 3 rd Edition, pp.640	B.N.4,5,6
20			Adoption and Diffusion of New Products.	B.N.4,5,6
21			Branding Strategies.	B.N.4,5,6
CO: 3, 4				
LO: Understand International Product Planning & Brand Strategy.				
22	7	International marketing Mix :Pricing Strategies	Factors Affecting International Prices.	B.N.5,6
23			Methods of Pricing.	B.N.5,6
24			Pricing an International Product, Transfer Pricing.	B.N.5,6
25			Exchange Rates and its Impact on Pricing, High sea pricing.	B.N.5,6
Assignment: Develop the marketing mix strategy for a automobile for the international market.				
CO: 4				
LO: Understand Pricing decisions in international marketing.				
26	8	International marketing Mix: Distribution system	Direct and Indirect Channels, Factors Affecting International Channel.	B.N. 6,8,9
27			International Channel Management.	B.N. 6,8,9
28			Wholesaling and Retailing.	B.N. 6,8,9
29	9	International marketing Mix: Promotion	Perspectives of International Advertising.	B.N. 6,8,9
30			Global Media Decisions.	B.N. 6,8,9
31			Standardization v/s Localization.	B.N. 6,8,9
32			Global Advertising Regulations and Industry Self-Regulation.	B.N. 6,8,9
CO: 3, 4				
LO: Understand the role of advertising & various media in global marketing.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Books:

1. Cateora Phillip, International Marketing (SIE) 13e 2011 Tata McGraw Hill.
2. Czinkota, International Marketing, 8th, 2008 Cengage Learning.
3. Gillespie International Marketing South-Western© 2009.
4. Kotabe, International Marketing: An Asia Pacific Focus, Wiley India.
5. Onkwisit & Shaw, International Marketing, 2010, PHI Learning.
6. Francis Cherunilam International Marketing, 2010, Himalaya Pub.House.
7. Paul, Justin, International Marketing: Text & Cases 1e 2011 Tata McGraw Hill
8. Lee, Global Marketing Management, Oxford Press.
9. Shaw, International Marketing Analysis and Strategy Wiley India

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of International Marketing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: International Marketing			
MBA IV Sem (2015-17)			
Goal : Students will be able to gain a solid understanding of the theoretical and conceptual principles of International marketing and understand how to develop and manage a strategic international marketing initiative.			
Objective: To gain an understanding of concepts of International Marketing, types of international markets, demand and supply position in international markets, import-export documentation, policies and procedures of foreign trade.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to describe the strategies and tactics that can lead to successful international marketing given those environmental constraints; Understand how managers perform the functional tasks that constitute international marketing such as marketing intelligence and “mix” adaptations;	%.... students were accomplished and able to articulate some perspectives of International Marketing. Some of the students were able to demonstrate strategies and tactics that can lead to successful international marketing given those environmental constraints.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%....student fall in this criteria. They were not able to demonstrate strategies and tactics that can lead to successful international marketing given those environmental constraints.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, IPS ACADEMY,
INDORE
Lesson Plan**

Subject: Service and Retail Marketing

Session: Jan-June

Class: MBA – IV Sem

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.


III: Course Outcomes (CO):

- CO1 Apply basic service and retail marketing theories and concepts to understand the market
- CO2 Understand service and retail environment in order to develop appropriate objectives and strategies
- CO3 Develop unique service and retail marketing plans
- CO4 Design and implement effective service and retail marketing strategies

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3			2			
CO 2					3			2
CO 3		2		1		3	2	
CO 4		2					2	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Services	Service Sector and Economic Growth	B.N. 1, 2
2			Service Sector and Economic Growth	B.N. 3, 2
3			Characteristics and Classification of Service	B.N. 1, 3
4			Challenges & Strategic Issues in Service Marketing	B.N. 1,3
5			Segmentation,	B.N. 2, 5
6			Differentiation, Targeting	B.N. 1, 3
7			Positioning of Services Case study	B.N. 2, 3
CO: 2				
LO: Exposure to Service Sector and its Importance in Economy.				
8	2	Marketing Mix in Services Marketing	Product, Price	B.N. 3, 4
9			Place, Promotion	B.N. 4, 5
10			Place, Promotion	B.N. 4, 8
11			Process Decisions Case study	B.N. 3, 5,
Assignment				
CO: 2, 3				
LO: Understand Marketing Mix in Service Marketing context.				
12	3	Designing a Service	Service Management Process 	B.N. 4, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
13		Strategy [SEP]	Internal, External marketing strategies [SEP]	B.N. 3, 5
14			Interactive marketing strategies [SEP]	B.N. 3, 4
CO: 1				
LO: Evaluate and Designing a Service and Promotion Strategy.				
15	4	Managing Service quality and Productivity [SEP]	Concept, Dimensions and process [SEP]	B.N. 3, 4
16			Service quality models – Gronnos & Parsuraman [SEP]	B.N. 3, 5
17			Case study Application and Limitations [SEP]	B.N. 4, 5
18			Productivity in Services. [SEP]	B.N. 3, 5
Assignment				
CO: 3 & 4				
LO: Understand Service quality and Productivity with respect to Gronnos and Parsuraman Model.				
19	5	Applications of Service Marketing [SEP]	Marketing of Financial, Hospitality [SEP]	B.N. 3, 4
20			Health, Educational and Professional Services [SEP]	B.N. 3, 5
21			Marketing for Non-Profit Organizations and NGOs. [SEP] Retail Marketing: Retailing and Marketing [SEP]	B.N. 3, 4
22			Consumer Behavior and Retail Operations	B.N. 3, 5
23			Strategic marketing planning for Retailing	B.N. 3, 5
CO: 1 & 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Applications of Service Marketing in Current Scenario.				
24	6	Retail Marketing Mix [SEP]	Retail Product: Merchandising, Store Design, Layout [SEP]	B.N.4
25			Pricing: Pricing objective, [SEP]	B.N. 3, 4
26			Pricing :Policies and Strategies [SEP]	B.N. 4, 5
27			Distribution: Location, Logistics, SCM, Channels [SEP]	B.N. 3, 5
28			Communication & Promotion:Developing Promotion Mix for Retailing. Managing Retail Brand	B.N. 3,4
Assignment				
CO: 2				
LO: Understand and application of Retail Marketing Mix.				
29	7	Retail Service Quality [SEP]	Quality audit [SEP]	B.N. 3, 4
30			Managing People Retail HRM [SEP]	B.N. 5
31			CRM [SEP]	B.N. 3,5
32			IT in Retailing & Future trends [SEP]	B.N. 5
Assignment				
CO: 2 & 3				
LO: Retail & Service Quality Application.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Zeithmal, Bitner, **Service Marketing** (SIE), 4e Tata Mcgraw
2. Hill Hoffman, **Marketing of Service** 1st 2008 Cengage Learning
3. Cullen, **Retailing: Environment & operation**, 1st 2008 Cengage
4. Learning A Sivakumar **Retail Marketing** Excel Books SEP 11
5. Bhattacharya Ravi Shanker, **Services Marketing**, Excel Books

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Service and Retail Marketing			
MBA IV Sem (2015-17)			
Goal : Students will be able to define retail marketing and understand what marketing means to business executives and academics and understand the ways that retailers use marketing tools and techniques to interact with their customers.			
Objective: Adapt the nature of retail and service markets and develop abilities to help them apply marketing concepts in these markets.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the conceptual and organizational aspects of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students were accomplished and able to articulate some perspectives of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.

VIII: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Process Reengineering**Session:** January – June**Class:** M.B.A IV SEM**I: Objective of the course:**

The objectives of this course are to acquaint the student with understanding process orientation in business management and develop skills and abilities in re-engineering and business process for optimum performance.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester examination will be worth 80 marks, the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

CO 1: Develop logical thinking abilities

CO 2: Learn the concepts associated with the analysis, design, and implementation of Process Reengineering.

CO 3: Learn to apply engineering principles in product development using emerging technology

CO 4: Understand analytical constructs to business problem solving.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	-	3	-	-	-	3	-
CO 2	-	-	-	-	-	-	-	-
CO 3	3	-	-	-	-	-	2	2
CO 4	-	3	-	-	2	-	-	-

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	1	Introduction to BPR	Concept of BPR	B.N.1/3
2			Philosophy of BPR	B.N.1/3
3			Fundamental tenets of BPR	B.N.1/2
4			Benefits of BPR	B.N.1/2
5			pitfalls of BPR	B.N.1/3
6			Drivers to BPR	B.N.1/2
CO: 1 & 2				

LO: To understand the importance of processes and BPR and appreciate how BPR bridges the business operations and engineering of systems.				
7	2	Process reengineering framework	Opportunity assessment	B.N.1/2
8			planning the process reengineering project	B.N.1/2
9			planning the process reengineering project	B.N.1/2
10			planning the process reengineering project	B.N.1/3
CO: 2				
LO: To understand how business processes can be radically improved, dramatically reducing process cycle time and cost, and improving the quality of the process products or outcomes.				
11	3	Organizing for process reengineering	Organizing for process reengineering	B.N.1/3
12			Organizing for process reengineering	B.N.1/2/3
CO: 2				
LO: Students will be able to identify an understanding of the different types of operations process types on which operational capability can be based and the strategic implications of the process choice decision				
13	4	Process analysis and design	Process analysis	B.N.1/2
14			Process analysis	B.N.1/2
15			Process design	B.N.1/2
CO: 2 & 3				
LO: Students will be able to redesign a given process using improvement patterns and learnt to simulate the new processes for optimum results based on the project plan				
16	5	Planning and implementing the transition	Planning the transition	B.N.1/2
17			Planning the transition	B.N.1/2
18			implementing the transition	B.N.1/2
19			implementing the transition	B.N.1/3
20			tracking and measuring process performance	B.N.1/2
21			tracking and measuring process performance	B.N.1/2
CO: 2 & 3				
LO: Understand how business processes can be radically improved, dramatically reducing process cycle time and cost, and improving the quality of the process products or outcomes				
22	6	Tools and techniques used in BPR	Case tools	B.N.1/2
23			Work flow systems	B.N.1/3
24			Imaging technology	B.N.1/2/3
25			Imaging technology	B.N.1/2
26			Floware	B.N.1/2
27			Business design facility tools	B.N.1/2
28			Business design facility tools	B.N.1/2
29			Change management tools	B.N.1/2/3
CO: 3 & 4				
LO: Learn to model and develop improved business processes that requires IT and organizational redesign				
30	7	Risk and impact	Risk and impact measurement	B.N.1/2

31		measurement	Risk and impact measurement	B.N.1/2/3
32			Risk and impact measurement	B.N.1/2
Assignment-BPR practices in Textile Industry				
CO: 3 & 4				
LO: learn to identify the characteristics of an effective control system; Decide which control technique (or combination of techniques) would be most suitable for a given context				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. Lon Roberts, Process Re-engineering: The Key to Achieving Breakthrough Success, Tata McGraw Hill.
2. Henry J. Johanson, Palrik Mchine, A.John Pandilebury, William A Wheeler, Business Process Reengineering: Breakpoint Strategies for Market Dominance, Chichester, John Wiley & Sons.
3. K.Shridhara Bhat, Business Process Reengineering, Himalaya Publishing House, 2007.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Business Process Reengineering.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Business Process Reengineering			
MBA IV Sem (2015-17)			
Goal : Students will be able to understand radical change of the business processes which includes both strategic level and operational level in an business organization.			
Objective: Understanding process orientation in business management and develop skills and abilities in re-engineering and business process for optimum performance.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to explain the concepts of Business Process Reengineering. They can model simple business processes in terms of people, and activity sequences involved, the data and materials flowing through those sequences and the dependencies between business information and operational activities.	%.... students were accomplished and able to articulate some perspectives of Business Process Reengineering. Most of them Applied the various techniques of BPR.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students fall in this criterion. They showed no knowledge of the subject.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Production Planning and Control
Class: MBA – IV Sem

Session: Jan. - June

I: Course Objective:

The course is design to equip the students with the concepts of Production Planning and Control (PPC). The emphasis will be on the application of concepts and tools used in PPC for achieving efficiency and quality superiority.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be worth 80 marks. It will have two sections: A and B. Section A, worth 60 marks, will consist for 6 theory questions out of which student will be required to attempt any 4 questions. Section B, worth 20 marks, will consist of one or two numericals.

III: Course Outcomes (CO):

- CO 1 Learn the various concepts associated with the analysis, design, and implementation of Production Planning and Control
- CO 2 Learn analytical constructs to business problem solving
- CO 3 Understand design and plans to meet business goals under limited resource (e.g., money, people, and equipment) restrictions.
- CO 4 Learn to design organizational systems to recognize (external) opportunities, and to create opportunities

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3				3	
CO 2		3	3					
CO 3	3			3		3		
CO 4	2				2			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Production Planning and Control	Definition and Concept of PPC	B.N. 1, 3
2			Need and Functions of PPC	B.N. 1, 2, 5
3			Factors Influencing PPC in Organization	B.N. 2, 3
4			Manufacturing Methods and Managerial Policies	B.N. 1, 2
5			Pre-requisites of PPC	B.N. 1, 3
Group Assignment I: Visit a Manufacturing Unit, Explore Their PPC Practices and Submit a Report				
CO: 1				
LO: Understand the role of production planning in the overall business strategy of the firm and the interdependence of the operating system with other key functional areas of the firm				
6	2	Material Planning and Control (MPC)	Definition and Concepts	B.N. 1, 4
7			Inputs Required for MPC	B.N. 1, 2
8			Steps in MPC	B.N. 1, 3, 5
9			Techniques of MPC	B.N. 1, 3
10			Significance and Limitations	B.N. 1, 3
CO: 1 & 2				
LO: Learn to apply the principles and techniques for planning and control of the production and service systems to optimize/make best use of resources.				
11	3	Machining Allowances	Machining Allowances and Types	B.N. 1, 2
12			Make or Buy Decision	B.N. 3, 5
13			Inventory and its Types	B.N. 1, 2
14			Inventory Control Models	B.N. 1, 3
Assignment I: Worksheet on Inventory Control Models				
CO: 2 & 3				
LO: Understand the importance and function of inventory and to be able to apply selected techniques for its control and management under dependent and independent demand circumstances.				
15	4	Process Planning	Definition and Concepts	B.N. 1, 3
16			Factors Influencing Process	B.N. 2, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Planning	
17			Steps in Process Planning	B.N. 3, 5
18			Factors Influencing Process Selection	B. N. 2, 3
CO: 1 & 3				
LO: Learn to measure manufacturing process variables in a manufacturing laboratory and make technical inference about the process.				
19	5	Manufacturing Resource Planning (MRP II)	Definition and Concepts	B.N. 2, 4
20			Aggregate Production Planning	B.N. 1, 3
21			Master Production Scheduling and MRP II	B.N. 1, 2
22			MRP II and JIT	B.N. 1, 2
23			Achieving Business Objectives through MRP II	B.N. 1, 3, 4
CO: 3 & 4				
LO: Understanding of the behavior and properties of materials as they are altered and influenced by manufacturing processes.				
24	6	Scheduling	Concepts, Factors Influencing Scheduling	B.N. 2, 3
25			Working and Scheduling Charts	B.N. 1, 3
26			Job Sequencing	B.N. 1, 4
27			Project and Critical Ratio Scheduling	B.N. 1, 2
28			Assignment Techniques/Model	B.N. 1, 3
29			Numerical of Scheduling	B.N. 1, 3, 4
CO:				
LO: Develop and analyze production and inventory planning/control systems, and scheduling techniques by using engineering techniques for a complete production facility.				
30	7	Capacity Planning	Definition and Concepts	B.N. 2, 3
31			Integrated Production Planning and Control	B.N. 2, 5
32			Numerical on Capacity Planning	B. N.1, 3
CO:				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Develop and analyze the capacity planning process. Identify characteristics and relationship to business operations in regard to managing product demand versus product capacity.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Jhamb, Production Planning and Control, Pune: Everest Publications
2. Hari Raghu Rama Sharma, Production Planning and Control Concepts and Application, New Delhi: Deep and Deep Publications
3. Bill Scott, Manufacturing Planning System, London : McGraw-Hill Publications
4. George W. Plossl, O. R. Licky's, Materials Requirement Planning, New York: McGraw-Hill Publications
5. R. B. Khanna, Production and Operation Management, Prentice-Hall of India Pvt. Ltd; 2nd Revised Edition, 2015

VII: Note:

1. There will be unit wise assignments of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics to work upon.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Production Planning and Control			
MBA IV Sem (2015-17)			
Goal : • Students will develop an ability to apply PPC concepts in a various areas like marketing, accounting, finance, engineering, personnel management, logistics and integrate operations concepts with other functional areas of business			
Objective: The course is design to equip the students with the concepts of Production Planning and Control (PPC). The emphasis will be on the application of concepts and tools used in PPC for achieving efficiency and quality superiority.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
100% students were outstanding and able to make forecasts in the manufacturing and service sectors using selected quantitative and qualitative techniques. Applied the principles and techniques for planning and control of the production and service systems to optimize/make best use of resources.	%.... students were accomplished and some of them able to make forecasts in the manufacturing and service sectors using selected quantitative and qualitative techniques.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students fall in this criterion. They showed no knowledge of the subject.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Total Quality Management**Session:** July – Dec.**Class:** MBA IV**I: Course Objective:**

The key objective of this course is to acquaint the students with the conceptualization of Total Quality (TQ) from design assurance to processes' assurance to service assurance.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester examination will be worth 80 marks; the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

CO1: Develop an understanding on quality management philosophies and frameworks know the principles of total quality management and peculiarities of their implementation

CO2: Able to use quality management methods analyzing and solving problems of organization

CO3: Know business excellence models and be able assess organization's performance making reference to their criteria

CO4: Learn the applications of quality tools and techniques in both manufacturing and service industry.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3	1		3	1		1
CO 2		3	3				3	
CO 3	2	2	1		2	3		
CO 4				2				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concept of Total Quality	Introduction & Concept of Quality	BN1 & BN6
2			Concept of Total Quality	

3			Evolution of total quality	
4			Components of Total Quality loops	
CO: 1				
LO: Identify the elements that are part of the quality measuring process in the industry which enable to learn the concepts of Total Quality Management.				
5	2	Quality of Design	Concept of Quality design	BN2 & BN5
6			Concept of Taguich design	
7			Taguich Process	
8			Taguich loss function	
CO: 1 & 2				
LO: Will learn the concept of Total Quality (TQ) from design assurance to processes' assurance				
9	3	Quality of Purchasing	Concept of quality of purchasing	BN1 & BN5
10			Supplier qualification	
Group Assignment: Industry visit to understand the practical aspect of quality control.				
CO: 2 & 3				
LO: Develop in-depth knowledge on various tools and techniques of quality management from supplier perspective				
11	4	Critical-to-Quality Characteristics	Attributes of variables	BN2 & BN5
12			Acceptance sampling plan	
13			Acceptance sampling plan	
14			Acceptance sampling plan	
16			Acceptance sampling plan	
CO: 3 & 4				
LO: Understand the main purpose of acceptance sampling is to decide whether or not the lot is likely to be acceptable, not to estimate the quality of the lot.				
17	5	Statistical process control	Introduction to statistical process control	BN4 & BN8

18			Tools of statistical process control	
19			Process capability	
20			Inspection sampling plan	
21			Inspection sampling plan	
22			Quality control	
23			Quality control	
24			Application of quality control	

Assignment 1: Work Sheet on process capability and sampling plan.

CO: 4

LO: Able to provides a picture of the process variable over time and understand the type of variation the organization is dealing with as move forward with continuous improvement. This understanding of variation is the key to using control charts effectively.

25			Concept of 6-sigma	
26			Concept and application of of 3-sigma	
27	6	Concepts & Application of 6 – Sigma Quality	Concept and Application of 6-sigma	BN2 & BN7
28			Comparision between the 3-sigma and 6- sigma	
29			DMAIC approach to 6-sigma	

Assignment 2: Read the case on Mumbai Dubba Wala and solve it.

CO: 1 & 3

LO: Will able to apply six sigma process to improve quality in industries

30			link between 6- sigma & DOE.	
31	7	ISO	ISO-9000 & ISO-14000	BN4 & BN8
32			Quality Circle	

CO: 1 , 3 & 4

LO: Assess appropriateness of using the criteria for quality awards as a framework for organizational improvement and changes.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Text Books & Reference Books:

- 1 Mitra A., Quality Control Applications, Pearson Education.
- 2 Basterfield, Total Quality Management, Pearson Education
- 3 Logothitis, Total Quality Management, PHI.
- 4 Janakiraman & Gopal Total Quality Management : Text and cases, PHI
- 5 K Shridhara Bhat Total Quality Management, Text & Cases, Himalaya Publishing House
- 6 RR Mohanty and R.R. Lakhe, handbook of Total Quality Management, Jaico Publishing
- 7 G. Raghuram & N. Rangraj, Logistic & Supply Chain management, Mach Millon
- 8 S.D. Bagade, Total Quality Management, Himalaya Publishing House.

VII: Note:

- 1 There will be two assignments, carries equal marks.
- 2 One major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII Rubric for Internal Assessment			
Subject: Total Quality Management			
MBA IV Sem (2015-17)			
Goal : Students to develop an understanding of total quality management principles, frameworks, tools and techniques for effective real life applications in both manufacturing and services.			
Objective: The key objective of this course is to acquaint the students with the conceptualization of Total Quality (TQ) from design assurance to processes' assurance to service assurance. Additional objective			
7 Students	No Student	No Student	No Student
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to explain the concepts of Total Quality Management. Apply various quality improvement techniques. Utilize Statistical Process Control (SPC) techniques as a means to diagnose, reduce and eliminate causes of variation.	%.... students were outstanding and some of them able to explain the concepts of Total Quality Management. Apply various quality improvement techniques.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students fall in this criteria. They showed no knowledge of the subject.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

PROGRAM OUTCOME: MBA (INTERNATIONAL BUSINESS)

PO 1. Provide an inclusive coverage of International Business integrating all the essential areas and disciplines pertaining to international business activities.

PO 2. Enrich student by a foreign language (French or German), facilitating the students to acquire a functional proficiency in one of the languages.

PO 3. Create awareness of International financial market and its terminology.

PO 4. Develop awareness related to International Environment and world economy.

PO 5. Create ability to develop creative skills in the students to identify the dynamics of the competitive market and distinctive positioning.

PO 6. Ability to understand and analyze rules, regulations and procedures related to import-export in India.

PO 7. Enable students to identify different potential markets and products for International trade.

PO 8. Foster the analytical and critical strategies adopted in the foreign markets to succeed with an appropriate market plan.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Trade Operations and WTO**Session:** July - December**Class:** MBA (IB) – I Semester**I: Course Objective:**

The objective of this paper is to understand the working of WTO in promotion of trade and its policy implications in India's trade operations.

II: Examination:

The external semester examination will carry 85 marks and the faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

CO1: To understand the basics of international trade operation.

CO2: To learn the skills related to international trade operation

CO3: To develop the insight regarding Regional economic Integration.

CO4: To know the working of world trade organization.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			1				
CO 2	2				1			
CO 3			3				2	
CO 4						2		1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	International Trade Operations	Bilateral v/s multilateral trade, Agencies for Multinational trade.	B.No.1/2/3/4/5/6/7
2			Bilateral v/s multilateral trade, Agencies for Multinational trade...contd.	B.No.1/2/3/4/5/6/7
3			Heckscher-Ohlin model of international trade.	B.No.1/2/3/4/5/6/7
4			Heckscher-Ohlin model of international	B.No.1/2/3/4/5/6/7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			trade...contd. <i>Case Study 1: Mckinsey's Agenda For India's Economic Reforms.</i>	
Assignment: Prepare an assignment on Hecksher Ohlin model of international trade?				
CO: 1				
LO1: To develop the understanding among the student about bilateral and multilateral trade agencies.				
5	2	International Economic Operations	International Monetary Fund	B.No.1/2/3/4/5/6/7
6			International Monetary Fund..contd	B.No.1/2/3/4/5/6/7
7			World Bank	B.No.1/2/3/4/5/6/7
8			World Bank...contd	B.No.1/2/3/4/5/6/7
9			United Nations Conference on Trade and Development (UNCTAD)	B.No.1/2/3/4/5/6/7
Presentation: Students are required to give power point presentations on International Economic Institutions.				
CO: 2				
LO2: It will make the student aware regarding international institution like world bank and IMF.				
10	3	Regional Economic Integrations	European Union (EU)	B.No.1/2/3/4/5/6/7
11			North American Free Trade Agreement (NAFTA)	B.No.1/2/3/4/5/6/7
12			South Asian Association for Regional Cooperation (SAARC).	B.No.1/2/3/4/5/6/7
13			Association of Southeast Asian Nations (ASEAN).	B.No.1/2/3/4/5/6/7
14			South Asian Free Trade Area (SAFTA)	B.No.1/2/3/4/5/6/7
CO: 3				
LO3: It will help students to understand the regional economic integration.				
15	4	International Capital Flight	Multinational Corporation	B.No.1/2/3/4/5/6/7
16			Transfer of Technology	B.No.1/2/3/4/5/6/7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17			Foreign Direct Investment (FDI)	B.No.1/2/3/4/5/6/7
18			Foreign Institutional Investor (FII)	B.No.1/2/3/4/5/6/7
19			Global Investment Scenario	B.No.1/2/3/4/5/6/7
CO: 4				
LO4: The students will become aware about FDI FII.				
20	5	GATT/ WTO	Global Liberalization Function Of WTO	B.No.1/2/3/4/5/6/7
21			Organizational Structure Of WTO	B.No.1/2/3/4/5/6/7
22			WTO Agreements And Summits	B.No.1/2/3/4/5/6/7
23			Trade Related Aspects Of Intellectual Property Rights (TRIPS) & Trade-Related Investment Measures (TRIMS).	B.No.1/2/3/4/5/6/7
24			Intellectual Property Rights And Indian Patent Law. <i>Case study 2: Process or Product?</i>	B.No.1/2/3/4/5/6/7
25			Dispute Settlement Mechanism of WTO <i>Case study 3: whose Basmati is it?</i>	B.No.1/2/3/4/5/6/7
26			Anti Dumping Measures Of WTO <i>Case Study 4: The Bad Linen Dispute.</i>	B.No.1/2/3/4/5/6/7
27			Role Of WTO And Developing Nations.	B.No.1/2/3/4/5/6/7
CO: 5				
LO5: It will help student to develop the understanding of GATT and WTO.				
28	6	WTO and its impact on Indian Economy	Globalization of Indian companies	B.No.1/2/3/4/5/6/7
29			Impact of WTO on agriculture, industry and service sector. <i>Case study 5: A woven Dispute.</i>	B.No.1/2/3/4/5/6/7
30			Important provisions and agreements of WTO in context to India.	B.No.1/2/3/4/5/6/7
31			Opportunities and challenges for Indian Industries.	B.No.1/2/3/4/5/6/7
32			India’s WTO commitments and success rate.	B.No.1/2/3/4/5/6/7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 6				
LO6: Students will be able to understand the impact of WTO on India Economy.				

VI: Book References:

1. International Trade --M.L. Vrema, vikas Publishing House Ltd. 1995
2. International Trade – T.K. Valayudham Wheelar Publication
3. International Trade -- Raj Agrawal., Excel Books, 2004
4. World Trade -- K.R.Gupta, Atlantic Publication & Distribution, 1995
- 5 .WTO and International Trade -- M .B. Rao, Vikas Publishing House Ltd
6. WTO Text & Cases – Palle Krishna Rao, Excel Books, 2005
7. International Business Environment – Himalaya Publishing House, 2009

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weights.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of International Trade Operations and WTO.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubrics for Internal Assessment For ITO&WTO**MBA I Sem (IB)**

Goal : We want students in the MBA Program to be adequately prepared to function as a competent business manager in relevant functional areas with sufficient knowledge and understanding of contemporary business in general.

Objective: To understand the working of WTO in promotion of trade and its policy implications in India's trade operations.

12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students have high conceptual understanding of international trade & international finance. They are highly able to analyze the link between trade, international finance & economic growth of various countries can assess the determinants of exchange rates & balance of payments. Students are able to identify distributional consequence of trade & issues surrounding globalization.	Students have conceptual understanding of international trade & international finance. They are able to analyze the link between trade, international finance & economic growth of various countries can assess the determinants of exchange rates & balance of payments. At some level students are able to identify distributional consequence of trade & issues surrounding globalization.	Students have conceptual understanding at some extent of international trade & international finance. At little extent they are able to analyze the link between trade, international finance & economic growth of various countries can assess the determinants of exchange rates & balance of payments.	Cannot relate the concept to any happening. Has no Conceptual Clarity either.

IX Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Business Communication****Session: Jul-Dec****Class: MBA (IB) I Sem****I: Course Objective:**

The objective of this paper is to develop effective communication skills and an impressive personality.

II: Examination

The semester examination will carry 85 marks .The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Understand the basics of business and corporate communication.
To develop inter-personal skills that may contribute towards satisfying personal,
CO2: social and professional relationships.
To learn skills related to personality development as per the requirement of the
CO3: corporate world.
To understand and use the basic and advanced writing techniques as per the need of
CO4: today's world.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				1		2	1	
CO 2					2			2
CO 3					2			
CO 4		1				1	2	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction	Defining Communication.	B.N.2/B.3
2			Process of Communication	B.N.2/B.N.3

3			Principles of Effective Communication	B.N.2/B.N. 3
4			Importance of Feedback.	B.N.2/B.N. 3
5			Importance of Business Communication	B.N.2/B.N. 3
6			Role Play	
CO: 1				
LO1: It develops understanding among the student about effective communication in the context of organizational challenges.				
7	2	Communication Network	Introduction & Basics	B.N.3/B.N.11
8			Channels of Communication - Formal : Upward	B.N.3/B.N.11
9			Channels of Communication - Downward, Lateral.	B.N.3/ B.N.11
10			Informal Communication: Grapevine; Advantages and Disadvantages.	B.N.2/B.N.3/B .N.11
11			Comparing Formal and Informal Channels for Communication Situations.	B.N.2/B.N.3/B .N.11
12			Principles of Effective Communication. Verbal Communication using words, addition and obsolescence of words from the dictionary, Language as a tool for Communication.	B.N.3/B.N.11
13			Non-Verbal Communication: Importance of non-verbal communication, Kinesics, Proxemics, Paralanguage.	B.N.2/B.N.3/B .N.11
14			Cultural differences in Non-Verbal Behavior. With Example and live cases	B.N.11
Assignment Submission				
CO: 2				
LO2: It develops listening attitude among the students and makes them aware of how to overcome the barriers of communication.				
15	3	Factors affecting	Barriers to Effective	B.N.2/B.N.3

		Communication	Communication and ways to overcome them.	
16			Discussing other Barriers to Effective Communication	B.N.2/B.N.3/B.N.11
17			Listening : Importance of Listening ,Types of Listening Barriers to Listening and overcoming them .Listening situations, Developing Listening Skills.	B.N.2/B.N.3/B.N.11
18			Understanding Communication through Transactional Analysis.	www.ericberne.com
19			Case Study Discussion	B.N.3
CO: 3				
LO3: It makes the students aware of the verbal and non verbal communication and enhance their communication skills				
20			Basic patterns of business letters.	B.N.2/B.N.3/B.N.11
21			Cover letters, Sales and Credit letters, Applications, etc..	B.N.2/B.N.3/B.N.11
22	4	Business Writing	Directness in good news and neutral situations. Indirectness in bad news and persuasive messages. Choosing appropriate channels and media for effective Communication.	B.N.2
23			Practice Session	
CO: 4				
LO4: It helps in developing the skills to write professional letters.				
24			Writing the perfect resume; tailoring the content to suit the requirements.	B.N.2
25	5	Office Management	E-mails, Memos and Circulars. Writing Reports and Proposals.	B.N.2
26			Practicing Resume Writing	B.N.2
Assignment Submission				
CO: 4				
LO5: It enhances the skills of preparing effective job application, covering				

letter and resumes.				
27	6	Presentation Strategies	Preparing for Presentations	B.N.2
28			Conducting Class Presentations	B.N.2
29			Interviewing and being interviewed.	B.N.2
30			Group Discussions	B.N.2
31			Speeches and Public Speaking	B.N.2
32			Comprehension skills based on reading and listening using audio-visual media	B.N.2
CO: 1, 4				
LO6: This unit helps the students to write memos, circulars, reports and proposals.				

VI: Book references:

1. Penrose, **Business Communication for Managers**, 5th edition, Cengage Learning, India
2. P.D. Chaturvedi, **Business Communication Concepts Cases & Applications**, First Edition Pearson Education.
3. Debashish & Das **Business Communication**, PHI, 2009
4. Krizan, **Effective Business Communication** 7th edition. Cengage Learning, India.
5. Courtland L. Bovee, **Techniques of Writing Business Letters, Memos and Reports** Jaico Publishing House, 2008
6. Asha Kaul, **Business Communication**, 2nd edition, 2009, PHI Learning
7. Courtland L. Bovee **Business Communication Today**, 9th edition, 2008
8. Urmila Rai & S.M. Rai, **Business Communication**, 2008, Himalaya Publishing House
9. Madhukar **Business Communication**, Vikas Publishing House, 2008
10. Sushil Bahl, **Business Communication Today**, Response Books, Reprint 2009
11. Meenakshi Raman & Prakash Singh **Business Communication**, Oxford Higher Education, 2006

VII: Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation activity like Role play, Group discussion, etc. carries 4 marks.
4. Class presentation constitutes 4 marks for each student either in group or as individual.
5. Assignment submission of case study analysis carries 4 marks.
6. Group discussions to be organized fortnightly and 4 marks to be allotted.
7. One internal test to be conducted after the syllabus completion will carry 4 marks.

VIII:Rubric for Internal Assessment			
Business Communication			
MBA 1st Sem (IB)			
Goal : This course provides students with the knowledge and skills to communicate professionally on many levels including writing; speaking; conducting meetings; giving presentations and interpersonal skills.			
Objective: To acquire the basics of interpersonal communication, corporate communication and soft skills, so as to improve their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
____ Students having basics of interpersonal communication, corporate communication, soft skills, communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.	____ Students having basics of interpersonal communication, corporate communication and soft skills.	____ Students having basics of interpersonal communication skills and ability to understand others.	____ Students having need of improvement at their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		TOTAL	Final Internal Marks out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		
					75	

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Foreign Language – German (Optional)**Session:** July - Dec**Class:** MBA (International Business) - I Sem**I: Objective of course:** The objective of this subject is to help students to understand the basics German**II: Examination:** The faculty member will award internal marks out of 15. The end semester examination will be worth 85 marks.**III: Course Outcomes (CO):**

CO1: Enable students to understand the culture and history of German.

CO2: Create ability to read and write German language.

CO3: Enhance and enrich students to deal with Verbs, Nouns and Prepositions of German language.

CO4: Enrich students to negotiate with a German buyer/ supplier.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2						
CO 2		3						
CO 3		3						
CO 4		3						

V: Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Introduction to Germany	Introduction to Germany	Notes Provided by College
2			Introduction to Germany	Notes Provided by College
CO: 1				
LO1: Enable students to understand the culture, history and brief about Germany.				
3	2	Self-	Introduction	Notes Provided by College

4		Introduction	Introduction	Notes Provided by College
5			Introduction	Notes Provided by College
6			Introduction	Notes Provided by College
7			Introduction	Notes Provided by College
8			Introduction	Notes Provided by College
9			Introduction	Notes Provided by College
CO: 2				
LO2: Enrich students with basic pleasantries of an introduction.				
10	3	Timings	Timings	Notes Provided by College
11			Timings	Notes Provided by College
12			Timings	Notes Provided by College
CO: 2				
LO3: Student is able to understand the timings in German language.				
13	4	Vocabulary	Vocab - Relations	Notes Provided by College
14			Vocab – Food Items	Notes Provided by College
15			Vocab – Days/Months/Colours	Notes Provided by College
CO: 4				
LO4: Student is able to use the article in forming the sentences.				
16	5	Directions	Direction	Notes Provided by College
17			Direction	Notes Provided by College
CO: 2				
LO5: Student is able to understand the directions in German language.				
18	6	Verbs	Verbs	Notes Provided by College
19			Verbs	Notes Provided by College
20			Verbs	Notes Provided by College
21			Verbs	Notes Provided by College
22			Verbs	Notes Provided by College

CO: 3				
LO6: Develop the understanding of verbs and students will be able to make sentence				
23	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
24			Letter Writing - Informal	Notes Provided by College
25	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
26			Letter Writing – Formal	Notes Provided by College
CO: 2, 4				
LO7: Enable students to write business letter and negotiate with foreign buyer				
27	8	Preposition	Prepositions	Notes Provided by College
28			Prepositions	Notes Provided by College
29			Prepositions	Notes Provided by College
CO: 3				
LO8: Student is able to use preposition as per the requirement of the sentence				
30	9	Trenbar Verbs	Trenbar Verbs	Notes Provided by College
31			Trenbar Verbs	Notes Provided by College
32			Trenbar Verbs	Notes Provided by College
CO: 3				
LO9: Student is able to use trenbar verbs as per the requirement of the sentence				

VI: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

Rubric for Internal Assessment			
German			
MBA 1st Sem (IB)			
Goal : This course provides students with the knowledge and skills to communicate professionally with a foreign language on many levels including writing and speaking.			
Objective: To impart working knowledge of one of the foreign language in the changing perspective of the Global Economy.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students show high understanding towards culture of Germany. They are able to understand, read and communicate basic dialogues based on situations in German language. Students having high understanding about noun form, articles and prepositions used in language.	Students show understanding towards culture of Germany. They are able to understand, read and communicate basic dialogues based on situations in German language at basic level. Students having some understanding about noun form, articles and prepositions used in language.	Students show very basic understanding towards culture of Germany. At some extent students are able to understand, read and communicate basic dialogues based on situations in German language. Students having very basic understanding about noun form, articles and prepositions used in language.	Students having need of improvement for understanding of language.

IX: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Economics**Session:** July - Dec**Class:** M.B.A. IB I Sem

I: Objectives of course: The objective of this paper is to understand the theories of international economics and its application in the field of trade and business.

II: Examination: The faculty member will award internal marks out of 15 (As per Academic Plan). The semester examination carrying 80 marks.

III: Course Outcomes (CO):

- CO1: To have conceptual understanding of key concepts of international trade & international finance.
- CO2: To analyze the link between trade, international finance & economic growth of various countries.
- CO3: To assess the determinants of exchange rates & balance of payments.
- CO4: To understand the distributional consequence of trade & issues surrounding globalization.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3				2	
CO 2	2		3	2		2	3	3
CO 3				2		3		2
CO 4			2	3		2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	1	International trade	Distinct features of international trade	B.N.1 & B.N. 3
2			The classical theory of international trade	B.N.1 & B.N. 3
3			The classical theory of international trade	B.N.1 & B.N. 3
4			The classical theory of international trade	B.N.1 & B.N. 3
5			Concept of reciprocal demand in the theory of comparative costs.	B.N.1 & B.N. 3
6			Modern theory of international trade – relevance and applications.	B.N.1 & B.N. 3
7			Modern theory of international trade – relevance and applications.	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO: 1				
LO1: Familiarity with main economic theories & models of international trade.				
8	2	Terms of trade	Terms of trade	B.N.1 & B.N. 3
9			Factors affecting terms of trade	B.N.1 & B.N. 3
10			Free trade Vs protection.	B.N.1 & B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
11			Commercial policies – Tariffs, Dumping and Countervailing measures.	B.N.1 & B.N. 3
12			Commercial policies – Tariffs, Dumping and Countervailing measures.	B.N.1 & B.N. 3
13			Commercial policies – Tariffs, Dumping and Countervailing measures.	B.N.1 & B.N. 3
A-2 Second Assignment Submission within 3 Days				
CO: 2				
LO2: To provide an insight in terms of trade.				
14	3	Balance of Payments	Balance of Payments – Composition and significance	B.N.1 & B.N. 3
15			Composition and significance	B.N.1 & B.N. 3
16			Disequilibrium in BOP – causes and measures for correcting.	B.N.1& B.N. 3
17			Marshall-Lerner Approach of devaluation. Foreign trade multiplier.	B.N.1& B.N. 3
18			Marshall-Lerner Approach of devaluation. Foreign trade multiplier.	
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO3: To provide an insight in balance of payments & economic transactions around the world.				
19			Foreign Exchange determination – The purchasing power and BOP theory	B.N 2
20			Fixed and flexible exchange rates.	B.N 2
21			Exchange Control – meaning, objective	B.N 2 & B.N. 5

Lecture No.	Unit No.	Topic	Sub-topic	Reference
22	4	BOP	Exchange Control – meaning, objective	B.N 2
23			methods of exchange control,	B.N 2
24			methods of exchange control,	B.N 6
25			Appreciation and Depreciation of currency,	B.N 2 & B.N. 5
26			Appreciation and Depreciation of currency,	B.N 2
27			Spot and forward exchange rates	B.N 4
28			Volatility of exchange rates and their effects.	B.N 1 & 3
29			Volatility of exchange rates in relation to dollar & Euro. Convertibility of Currency.	B.N 6

A-4 Fifth Assignment Submission within 3 Days

CO: 4

LO4: To provide familiarity with the role of conventions in exchange rate quotations and trading foreign exchange markets.

30	5	Trends in India's balance of payment	Directions & Trends in India's balance of payment position since reform period	B.N 5
31			Directions & Trends in India's balance of payment position since reform period	B.N 5
32			Directions & Trends in India's balance of payment position since reform period	B.N 5

A-5 Sixth Assignment Submission within 3 Days

CO: 3,4

LO5: To understand the relationship between changes of exchange rates & dynamics of fundamental economic factors (BOP, Interest rates etc)

VI: Reference Book

1. International Economics-- B O Sodersten, the Macmillan Press Ltd London, 1994
2. International Economics—ML Jhingan Vrinda Publishing House Ltd.
3. International Economics—H.G.Mannur, Vikas publishing House Ltd, 1999
4. International Economics—D.M.Mithani,Himalaya Publish HOUSE 2004

VII: Note

1. There will be five class tests/ assignment/presentation of 10-15 minutes each without declaration of the date.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment.
4. Class performance and discipline will be an important factor for assessing internal marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

Rubrics for Internal Assessment For International Economics			
MBA I Sem (IB)			
Goal : Students will understand the theories of international economics and its application in the field of trade and business.			
Objective: Students have conceptual understanding of international trade & international finance. Students will able to analyze the link between trade, international finance & economic growth of various countries, with the knowledge of distributional consequence of trade & issues surrounding globalization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand main economic theories & models of international trade. Students provide a good insight in balance of payments & economic transactions around the world, familiarity with the role of conventions in exchange rate quotations and trading foreign exchange markets.	%.... students were accomplished and able to articulate some perspectives of main economic theories & models of international trade. Students provide an insight in balance of payments & economic transactions around the world, familiarity with the role of conventions in exchange rate quotations and trading foreign exchange markets.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of main economic theories & models of international trade. Students provide an insight in balance of payments & economic transactions around the world, familiarity with the role of conventions in exchange rate quotations and trading foreign exchange markets.

IX: Scheme of Internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Managerial Economics****Session: Jul-Dec****Class: MBA IB I Sem**

I: Course Objectives: The objective of this course is to understand the application of economics in the field of marketing and finance.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks. The paper will have 7 theory questions out of which students will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1: Analyze and apply basic economic principles, policies, theories, models and analytical methods in managerial economics
- CO2: Analyze the demand and supply conditions and assess the position of a company
- CO3: Design Competitive strategies, including costing, pricing, product differentiation and market environment according to the nature of product and structure of the market.
- CO4: To analyze the circular flow and identify the causes of prosperity, growth, economic changes over time with mechanics of fiscal and monetary policies.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3				2	
CO 2	2		3	2		2	3	3
CO 3				2		3		2
CO 4			2	3		2		2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Basic Concepts	Basic Concepts of Managerial Economics	B.N. 1, B.N.7
2			Role of Economics in Management	B.N. 1, B.N.8
CO: 1				
LO1: Apply economic principles to management decision				
3	2	Demand & Supply	Law of Demand	B.N. 1, B.N.8
4			Elasticity of Demand	B.N. 1, B.N.8
5			Law of Supply	B.N. 3, B.N.8
6			Elasticity of Supply and substitution	B.N. 2, B.N.7
7	Assignment			
CO: 2				
LO2: Analyze the basic concepts of demand , supply and equilibrium and understand how aggregate demand and aggregate supply interact and derive the economy				
8	3	Law of Returns	Law of returns to scale and factors	B.N. 1, B.N.8
9			Economies of scale	B.N. 4, B.N.8
10			Case Study	B.N. 2, B.N.7
CO: 3				
LO3: Characterize the conditions necessary for efficient input usage and also an efficient scale of operations				
11	4	Different Market Structures	Perfect Competition Meaning	B.N. 1, B.N.7
12			Price and Output determination	B.N. 2, B.N.7
13			Individual firms equilibrium	B.N. 2, B.N.9
CO: 4				
LO4: Explain pricing strategies in each market. Explain and calculate the profit maximizing price and output for firms under perfect and monopoly market				
14	5	Different Market	Price Determination, Discriminating Monopoly, Monopoly power	B.N. 1, B.N.8

15		Structures	MonopolisticCompetition meaning and Price Determination	B.N. 1, B.N.8
16			Price determination under different Oligopolistic Market Structures	B.N. 1, B.N.8
17			Case Study	B.N. 2, B.N.9
CO: 3				
LO5: Meaning and price output decisions of firm, both in short and long run				
18	6	Managerial Theories of firm	Managerial Theories of Firm	B.N. 3, B.N.9
19			Managerial Theories of of Firm	B.N. 3, B.N.9
20			Case Study	B.N. 4, B.N.9
21	Assignment			
CO: 1,3				
LO6: Understand the internal and external decisions to be made by managers				
22	7	Basic Concepts of GDP/GNP/NI	Basic Concepts of GDP,GNP and National Income	B.N. 5, B.N.10
23			Consumption and Savings Functions	B.N. 6, B.N.10
24			Investment Functions	B.N. 2, B.N.7
CO: 4				
LO7: Understand the factors determining GDP including the role of saving on rate of growth				
25	8	Components	Components of Money Supply	B.N. 6, B.N.10
26			Components of Money Multiplier	B.N. 5, B.N.10
27	Presentation			
CO: 4				
LO8: Explain the various concepts of money supply and consequences of money multiplier				
28	9	Monetary And Fiscal Policy	Monetary Policy Objectives and Instruments	B.N. 6, B.N.10
29			Fiscal Policy Objectives and Instruments	B.N. 5, B.N.10

CO: 3,4				
LO9: Analyze the determinants of the relative strengths of fiscal and monetary policy				
30	10	Inflation	Inflation and Trade Cycle	
31	Presentation			
32	Presentation			
CO: 4				
LO10: Inflation- Describe the rate of inflation and its calculation with the phases of business cycle				

VI: Book References:

- 1 P.L Mehta – Managerial Economics, Sultan chand and sons, 2005
- 2 R.L Varshney – Managerial Economics, Sultan chand and sons
- 3 G.S Gupta- Managerial Economics, Tata McGraw Hill Publication 1994
- 4 H.C Peterson- Managerial Economics, Printice Hall of India 1995

VII :Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5 Attendance will be multiplying factor as per given in academic plan.

VIII:Rubrics for Internal Assessment For Managerial Economics			
MBA I Sem			
Goal : We want students in the MBA Program to be adequately prepared to function as a competent business manager in relevant functional areas with sufficient knowledge and understanding of contemporary business in general.			
Objective: Students will understand the application of economics in the field of marketing and finance.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students show high understanding towards applicability of basic economic principles, policies, theories, models and analytical methods in managerial economics. They shows high ability to analyze the demand and supply conditions and assess the position of a company Design Competitive strategies, including costing , pricing, product differentiation and market environment according to the nature of product and structure of the market.	Students show understanding towards applicability of basic economic principles, policies, theories, models and analytical methods in managerial economics. They are also able to analyze the demand and supply conditions and assess the position of a company Design Competitive strategies, including costing , pricing, product differentiation and market environment according to the nature of product and structure of the market.	Shows basic understanding of subject. Can relate with few perspective of subjects.	Cannot relate the concept to any hapenning. Has no Conceptual Clarity either.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE**
Lesson Plan

Subject: Marketing Management
Class: MBA (IB) – I Sem

Session: July-Dec.

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.

II: Examination:

The faculty member will award marks out of a maximum of 15 marks (As per academic plan) for the internal performance of the student. The semester examination will be worth 85 marks.

III: Course Outcomes (CO):

- CO1: Identify core concepts of marketing & role of marketing in business & society
- CO2: Understand the market segmentation, target & positioning strategies
- CO3: Develop decisions making abilities related to product development and product life cycle process
- CO4: Develop understanding regarding decision making & marketing processes and its practical application in the business world

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					2			
CO 2					3			2
CO 3							2	
CO 4	2			2			1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Basics of Marketing	Introduction	B.N. 1,3
2			Measures of Marketing	B.N. 1, 3,4
3			Demand & it's estimation	B.N. 1,2
CO: 1				
LO1: Understanding the concept of Marketing Demand				
4	2	Marketing Concepts	Concepts of Marketing Management	B.N. 1,2
5			Customer value & satisfaction	B.N. 2, 4
6			Customer Delight	B.N. 2, 4
7			Scanning the marketing environment Case: Ramsay Bakery Ltd., Biplab Bose, 3 rd Edition, pp. 140	B.N. 2, 6
8			Marketing Philosophies	B.N. 3
Assignment: Analyze the Case and Submit the Write-up				
CO: 2				
LO2: Identify the core concept of marketing and marketing philosophies				
9	3	Market STP & it's strategies	Segmentation , Targeting & Positioning	B.N. 1, 2, 5
10			Levels of Market Segmentation	B.N. 1,2,5
11			Patterns, Procedures and requirement for effective segmentation Case: Segmenting Rural Markets, Kotler, South Asian Edition (13 th), pp. 209	B.N. 1,2,5
12			Evaluating the Market Segments	B.N. 1, 2,5
13			Selecting the Market Segments	B.N. 1,2,5
14			Tool for Competitive Differentiation	B.N. 1,2,5
15			Positioning	B.N. 6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 3				
LO3: Describe major bases for segmenting consumer & business markets. Understand how different situations in competitive environment will affect choices in target marketing & how to position a product in market				
16	4	Market Information & Research Process	Basics of Marketing Information System	B.N. 1, 6
17			Marketing Research Process	B.N. 1, 6
CO: 4				
LO4: Identify marketing research process & basics of marketing information system				
18	5	Product	Define Product, It's objective & classification Case: P & G's New Connect – And – Develop Approach to Innovation, Kotler, South Asian Edition (13th), pp. 562	B.N. 3, 4
19			Product Mix	B.N. 3, 4
20			Product life Cycle & strategies	B.N. 3, 4
21			Branding	B.N. 3, 4
22			Introduction to Packaging & Labeling	B.N. 3, 4
Assignment: Take a Product, Develop its Positioning Strategy and Submit the PPT.				
CO: 3				
LO5: Understand the fundamental concepts of product & brand development and management				
23	6	Pricing Decisions	Introduction to Pricing & Factors affecting Product Price	B.N. 1,5
24			Pricing methods & strategies Case: Peakon Electronics System Ltd., Biplab Bose, 3rd Edition, pp. 295	B.N. 1,5
Assignment: Group Activity on Analyzing Pricing Strategies of Various Companies				
CO: 3				
LO6: Understand different pricing methods & its strategic application				
25	7	Distribution Decisions	Distribution Channel: Importance & Functions	B.N. 4
26			Considerations in Distribution Channel decision, Distribution	B.N. 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Channel Members	
Assignment: Watch Video Case on <i>Mumbai Dabbawala</i> for In-class Discussion				
CO: 4				
LO7: Identify the benefits & costs of distribution channels; discuss the channel decisions & functions involved in distribution channel members				
27	8	Promotion Decisions	Promotion a view of communication process	B.N. 2, 7
28			Developing effective communication	B.N. 2
29			Promotion Mix elements	B.N. 2
CO: 3				
LO8: Understand role of promotional mix in marketing. Developing the view of communication process				
30	9	Marketing Strategies	Marketing Strategies: Leaders, Challengers, Followers & Nichers	B.N. 2
Assignment: Select a Sector; Find out its Leader, Challenger, Followers and Nicher and Submit a Strategic Analysis				
CO: 2,3				
LO9: Ability to formulate marketing strategies for leaders, challengers, followers and Nichers				
31	10	Emerging Trends in Marketing	Internet Marketing Case: Facebook vs. Whatsap: 2014	B.N. 2, 4
32			CRM & Event Marketing	B.N. 2, 4
CO: 1,4				
LO10: Acknowledge the emerging trends in marketing via. Internet marketing, event marketing & CRM				

VI: Book References:

1. Principle of Marketing Management - Philip Kotler, Pearson Education
2. Marketing Management -S.A. Sheralkar, Himalaya Publishing House
3. Fundamentals of Marketing- William J.Stanton , Me Grawhill Publication
4. Marketing Management- South Asian Perspective, Kotlar, Kelkar, Koshi, and Jha., Pearson Education.
5. S. Neelamegham, Marketing In India, 3rd Edition, Vikas publishing house, 2009
6. Biplo Bose, Marketing Management, 2008, Himalaya Publishing House.
7. Paul Baines, Chris Fill, Kelly Page, Marketing, Oxford University Press, 1st Edition 2009
8. Winner Marketing Management, 3rd edition Pearson 2009

VI: Note:

1. There will be class tests/assignments/presentations of equal weightage.
2. There will be group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubrics for Internal Assessment For Marketing Management			
MBA I Sem (IB)			
Goal : We want students in the MBA Program to be adequately prepared to function as a competent business manager in relevant functional areas with sufficient knowledge and understanding of contemporary business in general.			
Objective: Students will understand and apply content knowledge in major business functional areas.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Considers multiple perspectives like Subject knowledge, Language Command, Non Verbal Communication, Convincing Ability, Polished Behavior & Managerial approach towards the concept.	Able to articulate Some perspectives like Subject knowledge, Language Command, Non Verbal Communication, Convincing Ability, towards the concept.	Can relate with few perspective like Subject knowledge, Non Verbal Communication, Convincing Ability, towards the concept.	Cannot relate the concept to any happening. Has no Conceptual Clarity either.

IX: Scheme of Internal Marks:

Class Participation		Internal Assessment			TOTAL 150	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Principles and Practices of Management & Organisational behaviour **Session:** July – Dec**Class:** MBA (IB) I Sem

I: Objective of the course: The objective of this paper is to develop managerial skills in the students to cope up with the changing business environment and becoming successful entrepreneur.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks. The semester examination will be worth 85 Marks (External evaluation). It will have two sections A & B, Section A worth 51 Marks will consist of 5 questions out of which student will be required to attempt any 3 questions. Section B worth 34 marks will have 5 numerical problems out of which student will required to attempt any 2 questions.

III: Course Outcomes (CO):

- CO1: Gain an understanding of functions & responsibilities of manager and develop managerial skills to analyze & understand the environment of business.
- CO2: Integrate management principles into management practices to cope up with changing business environment.
- CO3: Demonstrate an understanding of key terms, theories concept and practices within the field of OB and apply them to solve issues relating to administration of human resource.
- CO4: Understanding the human behavior to have efficiency & effectiveness with the total development of organization.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3	2				
CO 2					3			2
CO 3	2							
CO 4	2							2

V: Session Plan:**Section A**

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Introduction	Concept & functions of management, functions and responsibilities of managers	B.N. 4, B.N. 6
2			Fayol's principles of management.	B.N. 4, B.N. 6

3			Case Study	
CO: 1				
LO1: It develops the managerial skills & knowledge of basic management principles among the students.				
4	2	Planning	Nature and purpose of planning including strategic planning, principles of planning	B.N. 5, B.N. 7
5			Types of Planning, Advantages and Limitations of planning	B.N. 5, B.N. 7
6			Case Study	
Assignment No.1				
CO: 1				
LO2: It develops an understanding of process of planning among the students & enables them to identify & formulate different types of plans.				
7	3	Objectives	Concept, nature, Types & Importance of objectives	B.N. 4, B.N. 8
8			Setting objectives, Management by objectives	B.N. 4, B.N. 8
CO: 1				
LO3: It enhances the skills among the students to develop & set the objectives of the company & how to achieve these objectives.				
9	4	Strategies and Policies	Concept of corporate strategy, formulation of strategy, types of strategies, TOWS matrix, the Portfolio matrix	B.N. 4, B.N. 6
10			Three generic competitive strategies by Porter, effective implementation of strategies,	B.N. 4, B.N. 6
11			Case Study	B.N. 4, B.N. 6
CO: 1				
LO4: Students will be able to understand the concept of corporate strategies & formulate different types of strategies				
12	5	Organizing	Nature and purpose of organizing, Bases of Departmentation, Span of management, Line and Staff relationship, Line-staff conflict	B.N. 5, B.N. 7
13			Delegation, kinds of delegation, Delegation and Decentralization, Methods of Decentralization.	B.N. 5, B.N. 7
14			Case Study	B.N. 5, B.N. 7
CO: 2				
LO5: It enables the students to develop skills as to how to get optimum output from available resources.				
15	6	Control	Concept and process of control,	B.N. 6, B.N. 8
16			Control techniques, Control as a feedback system, Feed forward control, Preventive Control	B.N. 6, B.N. 8
17			Case Study	B.N. 6, B.N. 8

CO: 2				
LO6: Understand the concept, meaning and process of controlling, describe the relationship between planning & controlling, & understand various techniques of controlling.				
	Section B			
Lecture No.	Unit No.	Topic	Sub - Topic	Reference
18	1	Organizational Behaviour	OB Models, Personality Determinants and Attributes	B.N.1, B.N. 3
19			Learning and Learning Theories, Perception-Factors affecting Perception	B.N.1, B.N. 3
20			Case Study	
CO: 3				
LO1: Understand basic concept & various theories of personality, learning, perception & job attitude.				
21	2	Motivation	Needs, Contents and Processes; Maslow's Hierarchy of Needs, Herzberg's Two Factor theory, ERG theory, Vroom's Expectancy theory, Reinforcement Theory	B.N.2, B.N. 3
22			Case Study	
Assignment No.2				
CO: 3				
LO2: Learn various theories of motivation & how motivated employees can lead to increased productivity & allow an organisation to achieve higher levels of output.				
23	3	Foundations of Group Behaviour	Defining and Classifying Groups, Group Structure and Processes	B.N.1, B.N. 3
24			Process of Group formation, Group Decision Making, Group v/s Team, Team Effectiveness	B.N.1, B.N. 3
25			Case Study	
CO: 3				
LO3: Understand stages of group development, group structure, group process, group dynamics & importance of team effectiveness.				
26	5	Leadership	Trait theories, Behavioural theories-- Ohio State Studies, Michigan Studies, and Managerial Grid.	B.N.2, B.N. 3
27			Contingency theories- Leader-Member Exchange theory	B.N.2, B.N. 3
28			Path Goal theory, Charismatic Leadership	B.N.2, B.N. 3
29			Case Study	
CO: 3				
LO5: Understand various theories of leadership and understand concept of emotional intelligence, leadership, effectiveness & recent developments in leadership theories.				
30	6	Conflict & Organizational Change	Interpersonal Conflict, Inter group Conflict, Organizational Conflict, forces of Change, Resistance to Change	B.N.1, B.N. 3
31			Case Study	
32	Presentation			
CO: 4				
LO6: Understand conflict process, conflict management techniques. Negotiation process, bargaining strategies to solve various employee related problems.				

VI: Book References

1. David S, Decenzo and Stephen P. Robbins, "Personnel/Human Resource Management", New Delhi, Prentice Hall Publication
2. Stephen P. Robbins, "Organizational Behaviour: Concepts, Controversies, and Applications", New Delhi* Prentice Hall Publication.,
3. Fred Luthans, "Organizational Behaviour", New York, McGraw Hill,
4. Harold Knootz'Donnell and Heinz Weihrich, "Essentials of management", New Delhi, Tata McGraw Hill Publication.
5. R.D. Agrawalj "Organization and Management "New Delhi, Tata McGraw Hill Publication..
6. Harold Koontz, O'Donriell and Heinz Weihrich, "Management: A global Perspective", New Delhi, Tata McGraw Hill. Publication.
7. Robert Krtetner, "Management", Houghton miffm Co, 7th edition 1994.
8. Stephen/P. Robbins and Merry Coulter, "Management", New Delhi, Prentice Hall of India, 2002.

VII: Note :

1. There will be group major assignment. Group size will be 4-5 students
2. There will be Group presentations.
3. Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Principles of Management & Organizational Behaviour			
MBA Ist Sem(IB)			
Goal : Students examine a basic framework for understanding the role and functions of management and an explanation for the principles, concepts and techniques that can be used in carrying out these functions. Topics include planning, organizing, staffing, leading and controlling, as well as decision-making and managing change. Also examine the behaviour of individuals and how they interact with each other in different workplace organizations. Topics include an orientation to organizational behaviour; individual behaviour; individual and behavioural processes; team processes; organizational dynamics; and organizational processes.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization. It also help students to understand human Behavior in organizations at cross cultural level so that they improve their managerial effectiveness.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks

.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having an understanding about management functions, responsibilities of manager, idea of tools and techniques to be used in the managerial activity. Simultaneously students are also having an understanding about Human Behavior in Organizations at cross cultural level so that they improve their managerial effectiveness towards Team.	Students having understanding about management functions, responsibilities of manager, having understanding about human Behavior in organizations at cross cultural level.	Students having understanding about management functions and human behavior in organizations.	Students Need More efforts for Learning about Functions of Management and Its Uses and for Understanding of Human Behavior in Organizations.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

Lesson Plan

Subject: Quantitative Techniques & Statistical Methods

Session: July –Dec.

Class: MBA(IB) I Sem

I: Objective of the Course: The objective of this course is to help the students acquire quantitative tools, and use these tools for the analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.

II: Examination: The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation).

The semester examination will be worth 85 Marks (External evaluation). It will have two sections A & B, Section A worth 51 Marks will consist of 5 questions out of which student will be required to attempt any 3 questions. Section B worth 34 marks will have 5 numerical problems out of which student will required to attempt any 2 questions.

III: Course Outcomes (CO):

- CO1: Understand the basic concepts of different advanced models of operations research, statistics and data analysis. Also understand their applications into international business.
- CO2: Apply the models to incorporate rational decision making process in real life situations.
- CO3: Formulate organizational problems into OR models for seeking optimal solutions
- CO4: Understand & use analytical and numerical techniques to make predictions and decisions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	-	-	-	2	-	-	2
CO 2	3	-	-	2	1	-	-	-
CO 3	-	-	-	-	1	-	-	1
CO 4	2	-	-	1	3	-	2	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	Part A-1	Quantitative Techniques And Operation Research	Meaning, Scope of Quantitative Techniques	B.N:1, B.N:2
CO: 1				

LO1: To familiarize students with the basic concepts, models and statements of the operations research theory.				
2			Operations Research In Management, Advantages And Limitations of Quantitative Techniques.	
CO: 2				
LO2: Solve linear programming problems using appropriate techniques and optimization solvers, interpret the results obtained and translate solutions into directives for action.				
3	Part A-3	Assignment Problem	Assignment Model As A Particular case of Transportation Problem	B.N:1, B.N:6
4			Formulation of Assignment Problems, Solution of Assignment Problems Using Hungarian Method (Minimization)	
5			Hungarian Method (Maximization), Solution of Assignment Problems Using Hungarian Method (Route Allocation)	
6			Travelling Salesman (Stage Coach),	
A-1: First Assignment (Worksheet)				
CO: 3				
LO3: Become familiar with the types of problems that can be solved by applying a transportation model and also with the assignment model as a special case of transportation model.				
7	Part A-3	Transportation Model	Introduction of Model,Basic Feasible Solution through NWCR,LCM, RM,CM & VAM	B.N:5, B.N7
8			Vogel's Approximation Method, Optimization (maximization)	
9			Modified Distribution Method	
10			Modified Distribution Method	
11			Stepping Stone Method	

A-2: Second Assignment (Worksheet)**CO: 3**

LO3: Become familiar with the types of problems that can be solved by applying a transportation model and also with the assignment model as a special case of transportation model.

12	Part A-4	Game Theory	Introduction To Games, Maximin And Minimax Principles, Pure And Mixed Strategies	B.N:4 , B.N:5
13			Solutions of Games Using –Algebraic and	
14			Graphical Methods	
15			Game Theory and Linear Programming	

CO:4

LO4: Able to draw Network for projects and can identify the PERT and CPM for network.

16	Part B-1	Basic Measures of Dispersion & Correlation	Introduction to Dispersion	B.N:9, B.N:8
17			Correlation Meaning, Its types and methods	
18			Correlation Methods	

A-3: Third Assignment (Worksheet)**CO: 1**

LO1: To become familiar with concept of dispersion and correlation. Also be able to draw relationship between the variables of international business.

19	Part A-2	Linear Programming	Meaning of Linear Programming, Advantage And Limitations of LPP, General Mathematical Formulation	B.N:2, B.N:3
20			Graphical Analysis of LPP	
21			Simplex Method, Minimization case	
22			Big-M Method	
23			Simplex Method, Maximization case	

24			Two-Phase Method of simplex, Duality And Post Optimality	
First Group Assignment: Importance of LPP in various Management field				
CO: 2				
LO2: Become familiar with the concept of sampling distribution, standard error and be able to draw inferences from various data set.				
25	Part A-5	Network Analysis	Introduction to CPM	B.N:4, B.N:7
26			Technique and Its Applications	
27			Concept of Floats & its Application	B.N:9, B.N:8
28			Understanding PERT Problem	
A-4: Fourth Assignment (Worksheet)				
CO: 2				
LO5: Able to draw Network for projects and can identify the PERT and CPM for network.				
29	Part B-2	Sampling	Sampling Distribution meaning & its types	B.N:8, B.N:9
CO: 2				
LO2: Become familiar with the concept of sampling distribution, standard error and be able to draw inferences from various data set.				
30	Part B-3	Hypothesis Testing	Meaning & Its Types, significance level & confidence limit	
31			T-Test	B.N:4, B.N:8
32			T-Test, F Test	
Second Group Assignment: How QTSM helps in business decisions?				
CO: 3				
LO3: Become familiar with the concept of hypothesis and also able to formulate hypothesis for research problems.				

VI: Book References:

- 1 N. D..Vohra, Tata Mc.Graw Hill, Quantitative Techniques in Management, publication 2003
- 2 U.K.Shrivastav, G.V. Shenoy, Quantitative Techniques for Managerial Decision, kliley Eastern Ltd.
- 3 S.C. Sharma, Wiley eastern Publication 1994
- 4 C.R. Kothari, Quantitative Techniques Vikas Publication 2001
- 5 Andrew Vazsonyi, Quantitative Analysis for Business, Herbert F. Spirer
- 6 V.K.Kapoor, Operation Research, Sultan chand and sons 2004
- 7 Prem Kumar Gupta, D. S. Hira, Operation Research , Sulataanchand and sons, 2005
- 8 S.P. Gupta, Statistical methods, Sultan chand and sons 2002
- 9 JIT S Chandan, Statisticas for Business & Economics, Vikas Publishing house Pvt Ltd 1998

VII: Note:

- 1 There will be Four home assignments, each carry 0.5 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII: Rubrics for Internal Assessment For QTSM			
MBA (IB) I Sem			
Goal : We want students in the MBA Program to be adequately prepared to function as a competent business manager in relevant functional areas with sufficient knowledge and understanding of contemporary business in general.			
Objective: Students will understand and apply content knowledge in major business functional areas.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Subject knowledge is judged on the basis of different criteria. Presentation, viva assignments and quiz are used to evaluate performances of students. Students show the complete understanding towards the practical problems of subjects.	Shows high understanding of subject but fails to relate it with real life situations.	Basic understanding of concepts and getting stuck between the problems so need more practice for problems.	Cannot relate the concept to any hapenning.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Computer Applications**Session:** Jan-June**Class:** MBA (IB) - II Sem

I: Objective of course: The objective of this paper is to understand the basic knowledge of computers to proceed with the information technology adopted in the business.

II: Examination: The faculty member will award internal marks out of 15. An External viva-voce will be of 20 marks. The end semester examination will be worth 65 marks having theory and cases/practical problems.

III: Course Outcomes (CO):

CO1: Knowledge of Computer fundamentals, applications in International Business and Network (unit-1)

CO2: Understanding Database and types of Data models used in DBMS (Unit 2)

CO3: Awareness of Query Language and instructions (Unit 3)

Knowledge of Information Technology, e-commerce and use of modern technology in international

CO4: business (Unit 5)

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			1	2	2		
CO 2	2			1	2			1
CO 3	1		2	2	3		2	2
CO 4	3		2	3	3	1	2	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Computers	Anatomy of computer	B.N. 1
2			Hardware & Software Concepts	B.N. 1

3			Program language translator	B.N. 1
4			Networking, Types of network	B.N. 1
5			Hardware requirement for Network, Hub, router	B.N. 1
6			Wireless Technology and devices	B.N. 7
7			Wi-fi	B.N. 7
A-1. First assignment				
CO: 1				
LO1: Understand basic functioning of Computers and its application in International Business.				
5			Data, database, database management system	B.N. 9
6			Purpose of database system, Data Abstraction, view of data	B.N. 9
7			Instances and schemas	B.N. 9
8			Data independence- physical data independence, logical data independence	B.N. 9
9			Data models- Relational, Network, Hierarchical	B.N. 9
10			Introduction to RDBMS,	B.N. 9
11			Tuple, Attribute, Domain	B.N. 9
12			Degree, Relation	B.N. 9
A-2. Second assignment				
CO: 2				
LO1: Understanding the concepts of database management system (DBMS)				

13	3	Introduction to SQL	SQL, Use and Features	B.N. 9
14			Database languages-data definition language, data manipulation language, data control language	B.N. 9
15			SQL Data types	B.N. 9
16			SQL Operators- Arithmetic, comparison, logical	B.N. 9
17			SQL commands- create, alter, drop	B.N. 9
18			SQL commands- select, insert, update, delete	B.N. 9
19			SQL commands- create, alter, drop	B.N. 9
20			String operations	B.N. 9
21			Set Operations(union, intersection, except)	B.N. 9

A-3. Group assignment

CO: 3

LO1: Enhance Analytical skills by using commands for data-based operations using SQL.

22	4	Information Technology	Introduction to IT and its development	B.N. 3
23			E-commerce, Introduction and applications of E-commerce	B.N. 3
24			Transactions with E—commerce (B2C,B2B,C2B,C2C,C2G)	B.N. 3
25			Modern technologies in computer application	B.N. 3
26			Role of IT in economy,	B.N. 3

A-4. Presentations

CO: 4

LO 4: Learning the practical use of Database using case studies.				
27	5	Information Technology	Fifth generation Computing technologies- Artificial Intelligence, Robotics, Virtual Reality	B.N. 1
28			Bio informatics	Notes
29			Introduction to GPS, GIS	Notes
30			Mobile technology 1 G,2G,3G,4G	B.N. 7
31			Multimedia	B.N. 7
32			Application of computers in Business	B.N. 7
A-5. Class Test				
CO: 4				
LO5: Learning the application of IT and e-commerce. Knowledge about the latest technologies used in Business.				

VI: Book Reference

- 1 Computer Fundamentals - P.K.Sinha,, BPB Publisher
- 2 A First Course in Computer - Sanjay Saxena, Vikas Publishing House Pvt.Ltd
- 3 Computer Systems & Applications - Rustam Shroff, Himalaya Publishing House
- 4 Computer Netware—K.K.Koli, Nakoda publication & Print ltd
- 5 Introduction to Computers - N.Subramaniam , Tata McGrawHill Publication
- 6 R.K. Taxali PC Software for windows Made Simple, Tata McGraw Hills, New Delhi
- 7 Ravi Kalakotta & Whinston B., “Frontiers of E-Commerce”, Pearson Education,Reprint 2009 New Delhi
- 8 Sinha and Sinha, Computer Fundamentals, BPB Publications
- 9 Ivan Bayross, PL/SQL, BPB Publications

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII: Rubric for Internal Assessment

Commodity Derivative & Price Risk Management

MBA IB 2nd Sem (2018-20)

Goal : Students will be able to understand the investments field along with Commodity Derivative and Price Risk Management and practiced for sound investment decisions making.

Objective: To provide the students in-depth understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of Commodity Derivative and Price Risk Management.

12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and were able to describe and analyze the investment environment, different types of commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.	%.... students were accomplished and able to articulate Some perspectives of commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		TOTAL	Final Internal Marks out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		
					75	

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Commodity, Derivatives & Price Risk Management****Class: MBA (IB) – II Semester****Session: January-June****I: Course Objective:**

The objectives of this course are to explain to the student the commodity derivatives, evolution of commodity market in India, risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.

II: Examination:

The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: Describe the basic characteristics of derivatives market
- CO2: Describe the uses of derivatives by hedgers, speculators and arbitrageurs
Define and describe the traded and over-the-counter derivative contracts on different
- CO3: underlying assets
Describe and use the different models used for pricing derivatives and use of various
- CO4: strategies

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3				3	
CO 2						2		
CO 3						2		
CO 4								3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Derivatives	Introduction to Derivatives, Meaning of Forwards and Futures.	B.N.-2, B.N.-3
2			Meaning and concept of Options and Swaps.	B.N.-2, B.N.-3
3			Difference between Spot and Future Markets	B.N.-2, B.N.-3
4			Difference between Forward and Future Markets, Types of Orders.	B.N.-2, B.N.-3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Assignment I: Derivative contracts, its types with suitable example.				
CO: 1				
LO1: Introduction to Derivatives and types of contracts.				
5	2	History of Commodity Markets	Evolution of commodity markets.	B.N.-4
6			Commodity markets of India, National Commodity Future Exchanges in India.	B.N.-4
CO: 1				
LO2: History of Commodity Market in India				
7	3	Commodity Futures in India and its Regulations	Economic perspective of commodity and future markets.	B.N.-4
8			Regulatory Framework –Forward Contract Regulation Act 1952, Discussion on Kabra Committee Report	B.N.-4
9			Forward Market commission and its functions.	B.N.-4
10			Regulatory Measures evolved by the commission, Amendments to FCRA 1952.	B.N.-4
Assignment II: Features of FCRA 1952 and its amendments based on the recommendations of Kabra Committee.				
CO: 1				
LO3: Highlights on Committees reports, regulations in relation to Commodity, Future Market in India				
11	4	Commodity Futures	Meaning and objective of commodity futures, Pricing commodity futures.	B.N.-4
12			Factors affecting cost of carry, Investment and consumption commodities	B.N.-4
13			Meaning and explanation of Basis and Spreads.	B.N.-4
14			Participants in commodity derivatives – Hedgers, Speculators and Arbitrageurs.	B.N.-4
CO: 2				
LO4: Working of financial participants in Commodity future markets				
15	5	Advanced concepts in Commodity Futures	Hedging – concept, Hedge ratio, Long (buy) hedge, uses of long hedge strategy.	B.N.-4
16			Buying hedge with basis risk, short (sell) hedge, uses of selling hedge strategy,	B.N.-4
17			Selling hedge with basis risk, rolling over of hedge position, advantages and limitations	B.N.-4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			of hedging and speculation.	
CO: 2				
LO5: Hedging strategies in commodity future market				
18	6	Options Markets And Trading Strategies	Types of options, uses of options, payoffs from options.	B.N.-1, B.N.-2
19			Trading strategies involving Bull and Bear.	B.N.-1, B.N.-2
20			Butterfly, Calendar and diagonal spread.	B.N.-1, B.N.-2
21			Straddles, Strip and Straps.	B.N.-1, B.N.-2
22			Options valuation and pricing.	B.N.-1, B.N.-2
23			Over the counter exchange options and Index options.	B.N.-1, B.N.-2
Assignment III: Option trading strategies with payoffs.				
CO: 3				
LO6: Highlights of option Market Strategies				
24	7	Future Contracts	Introduction to future markets, future contracts.	B.N.-1, B.N.-2
25			Future trading, Specification of the future contract, newspaper quotes.	B.N.-1, B.N.-2
26			Hedging using futures, Index futures, Interest rate futures.	B.N.-1, B.N.-2
27			Foreign exchange and currency futures, Mechanism of future contracts.	B.N.-1, B.N.-2
28			Clearing house and clearing margins.	B.N.-1, B.N.-2
CO: 4				
LO7: Mechanism of Future Contract Market				
29	8	Swaps	Introduction to swap contracts	B.N.-2
30			Types of swaps: Interest rate swaps and Currency swaps	B.N.-2
31			Mechanics of swaps transactions,	B.N.-2
32			Swap-Options	B.N.-2
CO: 4				
LO8: Mechanism of Swap Market				

VI: Book References:

1. John C. Hull Options, futures and other derivatives – Pearson Education Asia, 4th edition, 2001.
2. S. L. Gupta, Financial derivatives: Theory, Concepts and problems, PHI Private Limited, New Delhi
3. D. C. Patwari & Anshul Bhargave Options & Futures: An Indian Perspective, Jaico Publishing House Delhi
4. S. N. Mishra & S. Sunder, Commodity derivatives, Indian Institute of Banking & Finance.

VII: Note:

1. There will be 3 individual assignments; better of two will be included in internal marks.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 2 marks.
- 5.

VIII: Rubric for Internal Assessment			
Commodity Derivative & Price Risk Management			
MBA IB 2nd Sem (2018-20)			
Goal : Students will be able to understand the investments field along with Commodity Derivative and Price Risk Management and practiced for sound investment decisions making.			
Objective: To provide the students in-depth understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of Commodity Derivative and Price Risk Management.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and were able to describe and analyze the investment environment, different types of commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.	%.... students were accomplished and able to articulate Some perspectives of commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the commodity derivative, Price, Risk Management with the help of Commodity market, Advanced Futures. Option Markets and Future Contracts along with Swaps.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Foreign Trade Policy, Procedures and Documentation
Class: M.B.A (IB) II SEM

Session: January – June

I: Objective of the course:

The objective of this paper is to understand the Foreign Trade Policy of India and various benefits offered thereof, the process and procedure of exports, relevant documentation and the roles of respective organizations at various stages of exports.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 15 marks based on continuous evaluation. The Semester examination will be worth 85 marks, the question paper will comprise of eight questions out of which a student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1: To know the basics of Export and Import
 CO2: To develop the skills which are required to start the export business from India.
 CO3: To learn the export documentation formalities in India
 To understand the custom and quality control formalities and schemes in foreign trade
 CO4: policy 2015-2020.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2						2	
CO 2	3		1					
CO 3	1							
CO 4	1					3		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
Section A: FTP (Exim Policy) and Procedures				
1	1		Import Policy of India, Detailed analysis, Highlights of current FTP (chapter wise),	B.N.1/3

		Historical review of Export	Introduction to Structure of FTP	
2			Free and Negative List of items	B.N.1/3
3			Export Procedure including licensing and other preliminaries	B.N.1/2
4			Important Organizations like DGFT, EPCs, CBs, FIEO etc.	B.N.1/2
CO: 1				
LO1: To understand the foreign trade policy of India				
5	2	Central Excise and Customs	About Central Excise and Customs and their roles in export - import activity.	B.N.1/3
6			Types of import duties	B.N.1/2
7			Effective import duty calculation, CENVAT	B.N.1/2
CO:2				
LO2: To Know the custom clearance procedure and import duty calculation				
8	3	Export Promotion Schemes under FTP	Duty Exemption Schemes, Advance Authorization (AA), Duty Free Import Authorization (DFIA),	B.N.1/2
9			Duty Remission Schemes, Duty Drawback Scheme (DDBK), Duty Entitlement Passbook Scheme (DEPB)	B.N.1/2
CO: 3				
LO3: To understand the export promotion schemes				
10	4	Schemes	Export Promotion Capital Goods Schemes- Schemes for EOUs , SEZs , FTWZs , EHTPs, STPs, BTPs	B.N.1/3
11		Schemes	Export and Trading Houses / Deemed Exports.	B.N.1/3
CO:4				
LO4: To develop the knowledge of export promotion capital goods scheme and SEZ				
12	5	Other Promotional Schemes	Assistance to States for Developing Export Infrastructure and Allied Activities (ASIDE), Focus Product Schemes (FPS)	B.N.1/2/3
13			Focus Market Scheme (FMS), Market Linked Focus Product Scheme (MLFPS), Served from India Scheme (SFIS)	B.N.1/2
14			Market Development Assistance Scheme (MDA), Market Access Initiative (MAI), Vishesh Krishi and Gram Udyog Yojana (VKGUY), Towns of Export Excellence (TEE)	B.N.1/2
CO:4				
LO4:To learn about other promotional schemes related to export				

Section B: Documentation				
15	1	Export Contract	Export Contract, Necessity and Elements of an export contract	B.N.1/2
16			Inco terms, Price Escalation, Clause of Arbitration / Litigation	B.N.1/2
CO: 3				
LO1: To develop the skills related to export contract				
17	2	Documentation	Documents related to pre – shipment and post – shipment of export cargo	B.N.1/2
18			Commercial and Regulatory Documents	B.N.1/2
19			Documentary Credits, Letter of Credit, Mechanism of L/C and its types	B.N.1/3
CO: 3				
LO2: To learn the skills related to preparation of Export documentation				
20	3	Payments	Modes and Instruments of payments	B.N.1/2
CO: 3				
LO3: To Know the different payment of instrument used in International Trade				
21	4	Export Finance	Export Finance- Need, Pre – Shipment Finance	B.N.1/2
22			Mechanism to raise packing credit, PCFC	B.N.1/2
23			Post – shipment Finance and it’s types	B.N.1/3
24			Post shipment finance in foreign currency, Bills Discounting using factoring and forfeiting agencies,	B.N.1/2/3
25			Role of Commercial Banks, Exim Bank and it’s functions, role.	B.N.1/2
CO: 3				
LO4: To develop the knowledge of export promotion capital goods scheme and SEZ				
26	5	Foreign Exchange Regulations	Foreign Exchange Regulations and Formalities related to exports (RBI Section 5)	B.N.1/2
CO: 2,3				
LO5: To analyze the foreign exchange regulation and formalities related to export				
27	6	ECGC	Export Credit Guarantee Corporation (ECGC) and it’s policies	B.N.1/2
CO: 1,2				
LO6: To learn about ECGE and their policies for export				
28	7	Quality Control	Regulations related to Quality Control and Pre – Shipment Inspection	B.N.1/2
CO: 1				
LO7: To understand the rules and regulation related to quality control and pre shipment inspection				
29	8	Cargo Insurance	Cargo Insurance, Need and Marine Insurance Clauses	B.N.1/2/3
CO: 1				
LO8: To learn the basics of marine Insurance				

30	9	Central Excise C & F Agent	Central Excise Clearance and Customs clearance of Export Cargo (Manual and EDI Procedure)	B.N.1/2
31			Role of C & F Agent	B.N.1/2/3
CO: 3				
LO9: To understand the custom clearance of export cargo				
32	10	Post and Parcel	Exports on Post and Parcel	B.N.1/2
Assignment-Formation of Export Contract				
CO:4				
LO10: To know how to export through post and parcel in India.				

VI: Reference Book:

1. A Guide on Export Policy, Procedure and Documentation, Snow white Publication
2. Export-Import Procedures and Documentation Paperback – 2010, Jain Khushpat S.
3. Foreign Trade Policy, Govt. Publication or Nabhi Publication
4. How to Export, Nabhi Publication, Latest edition (Current Year Edition)
5. Export Marketing, Khan & Jain
6. How to Start Export Business – Harish Malhotra, River Books Publication
7. Export Management, P.K.Khurana, Galgotia Publications
8. Export Procedures and Documentation, C.Ramagopal, New Age Publications
9. Export Management, D.C.Kapoor, Vikas Publishing House

VII: Note:

1. There will be 2 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Foreign Trade Policy, Procedures and Documentation.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Foreign Trade Policy, Procedure and Documentation			
MBA IB 2nd Sem (2018-20)			
Goal : Students acquire the basic knowledge and skills needed to effectively supported to International Business with the help of Foreign Trade Policy, Procedure and Documentation.			
Objective: To gain an understanding of concepts of Foreign Trade Policy, import-export documentation, policies and procedures of foreign trade, promotional scheme and overall documentation.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Foreign Trade Policy, Promotional scheme and Overall documentation And Understanding of International Business.	% Students having understanding about Foreign Trade Policy, Promotional scheme.	% Students having understanding about management aspect with foreign	% Need More Efforts to learn about Fundamental of Foreign Trade.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Foreign Language – German (Optional) **Session:** July - Dec**Class:** MBA (International Business) - II Sem**I: Objective of course:** The objective of this subject is to help students to understand the basics German.**II: Examination:** The faculty member will award internal marks out of 15. The end semester examination will be worth 85 marks.**III: Course Outcomes (CO):**

CO1: Student is able to use adjectives as per the requirement of sentence.

CO2: Enable students to read and write in past perfect tense.

Enrich students with business vocabulary which helps in writing official business

CO3: letters.

CO4: Enhance the learning and knowledge of analyzing case studies.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3						
CO 2		3						
CO 3		3						
CO 4		3						

V: Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Introduction to German	Introduction to German	Notes Provided by College
2			Introduction to German	Notes Provided by College
CO: 1				
LO1: Enable students to make use of German in an effective manner.				

3	2	Self- Introduction	Introduction	Notes Provided by College
4			Introduction	Notes Provided by College
5			Introduction	Notes Provided by College
CO: 1				
LO2: Enrich students with basic pleasantries of an introduction.				
6	3	Preposition	Preposition	Notes Provided by College
7			Preposition	Notes Provided by College
CO: 2				
LO3: Student will be able to use preposition in writing business letters.				
8	4	Vocabulary	Vocab - Revision	Notes Provided by College
9			Vocab - Revision	Notes Provided by College
CO: 3/2				
LO4: Enrich students with business vocab so that they can get acquainted with the grammar.				
10	5	Letter Writing	Letter Writing – Vocab	Notes Provided by College
11			Letter Writing - Informal	Notes Provided by College
12			Letter Writing – Formal	Notes Provided by College
CO: 3				
LO5: Enable student to write an official business letter in German.				
13	6	Vocabulary	Vocab –International Trade	Notes Provided by College
14			Vocab – International Trade	Notes Provided by College
15			Vocab – Official	Notes Provided by College
CO:3				
LO6: Enrich Student with Vocab- International Trade so that they can communicate with the foreign client easily.				
16	7	Translation	Translation – Exercise	Notes Provided by College
17			Translation – Exercise	Notes Provided by College
CO: 4/3				

LO7: Helps student to translate an English paragraph into German and vice versa.				
18	8	Verbs	Verbs	Notes Provided by College
19			Verbs	Notes Provided by College
20			Verbs	Notes Provided by College
CO: 3				
LO8: Enrich students to make use of proper verb as per the requirement of sentence.				
21	9	Trenbar Verbs	Trenbar Verbs	Notes Provided by College
22			Trenbar Verbs	Notes Provided by College
CO: 3/4				
LO9: Enrich students to make use of proper Trenbar-verb as per the requirement of sentence for better understanding.				
23	10	Conversation	Conversation - Hotel	Notes Provided by College
24			Conversation – Railway Stn	Notes Provided by College
CO: 4				
LO10: Enable student to communicate with the foreign client.				
25	11	Letter Writing - II	Letter Writing - Vocab	Notes Provided by College
26			Letter Writing - Offer	Notes Provided by College
27			Letter Writing - Enquiry	Notes Provided by College
28			Letter Writing - Exercise	Notes Provided by College
CO: 4				
LO11: Student will be able to write an official letter by their own for getting new buyers in an international market.				
29	12	Bar / Pie Diagram	Vocab	Notes Provided by College
30			Bar Diagram - Exercise	Notes Provided by College
31			Pie Chart - Exercise	Notes Provided by College
32			Revision	Notes Provided by College
CO: 4				
LO12: Enrich students to explain the graphical representation through pie chart or bar diagram.				

VI: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VI: Rubric for Internal Assessment			
German			
MBA 2nd Sem (IB)			
Goal : This course provides students with the knowledge and skills to communicate professionally with a foreign language on many levels including writing and speaking.			
Objective: To impart working knowledge of one of the foreign language in the changing perspective of the Global Economy.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having high understanding about adjectives, pronouns and tenses used in language. They are able to write formal letters and short paragraphs on topics in German language. They are also able to understand the reading comprehension of business case studies.	Students having understanding about adjectives, pronouns and tenses used in language. They are able to write formal letters and short paragraphs on topics in German language. At a basic level they are also able to understand the reading comprehension of business case studies.	Students show very basic understanding about adjectives, pronouns and tenses used in language. At some extent students are able to understand, write formal letters and short paragraphs on topics in German language. Students having very basic understanding about comprehension of business case studies.	Students having need of improvement for understanding of language.

VIII: Scheme of internal marks

Class Participation	Internal Assessment	TOTAL	Final Internal
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Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15	75	Marks Out of 15
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INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE**Lesson Plan****Subject: International Marketing****Session: January- June****Class: MBA (IB) II Sem**

I: Course Objectives: The objective of this paper is to have knowledge of strategies adopted in the foreign markets to succeed with a suitable market plan.

II: Examination:

The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: Apply knowledge paradigms in international marketing to gain insights into similarities/differences across cross-cultural markets and their marketing implications
- CO2: Gain an understanding of international marketing effort related to market entry and marketing mix strategies
- CO3: To gain a solid understanding of the theoretical and conceptual principles of International Marketing
- CO4: Develop International marketing plans

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							
CO 2			1		2			
CO 3						3		
CO 4	2							1

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	International Marketing	International Marketing Environment,	B. N. 1, 2, 7
2			Economic, Cultural Environment	B. N. 1, 2, 7
3			Legal & Political Environment	B. N. 1, 2, 7

4			Technological Environment	B. N. 1, 2, 7
5			Case: Cultural Barrier or Catalyst?	B. N. 4
CO: 1				
LO1: Apply knowledge into international marketing environment				
6	2	Entry in International Market	Process of entering International Marketing management	B. N. 2, 7, 4
7			Decision criteria for entry methods in the international market	B. N. 2, 7, 4
8			Various entry methods (Indirect Exporting and Direct Exporting Method)	B. N. 2, 7, 4
9			M & A, takeover, Strategic alliance, joint venture	B. N. 2, 7, 4
10			Management Contract and Contract manufacturing for the international Market	B. N. 2, 7, 4
11			Transition of Company from Domestic to global Company	B. N. 2, 7, 4
12			Case: Towel Manufacturing Company	B. N. 7
Assignment: Select a product & market and draw entry strategy				
CO: 2				
LO2: Identifying how to enter and cope up to international market using different methodology				
13	3	Product	Product policy decisions	B. N. 4, 6
14			Product Standardization and Product Adaptation.	B. N. 4, 6
15			Packaging, Labelling and Positioning.	B. N. 4, 5
16			Case: Cost of Delay	B. N. 4
CO: 3				
LO3: Making product related decisions for improvement in product				
17	4	Product Development	New product development,	B. N. 4, 5
18			Adoption and Diffusion of new products	B. N. 4, 5
19			Product line extensions, International Product Life Cycle	B. N. 4, 5
20			Case: Channel Selection and Product	B. N. 4

			Modification	
21	Assignment: SWOT Analysis of any MNC working in India			
CO: 3				
LO4: Development in product/ New entrant in international market & understanding its life cycle				
22	5	Managing Foreign Distribution	Through distributors and firm's presence in the International Market,	B. N. 3, 4
23			Types of intermediaries ---- Direct and Indirect Channel,	B. N. 3, 4
24			Channel Adaptation, Channel Development	B. N. 3, 4
CO: 3				
LO5: Develop understanding of foreign distribution in international market via channels and its type				
25	6	Physical distribution	Modes of transportation	B. N. 3, 4
CO: 3				
LO6: Analyze different modes of transportation				
26	7	Export Pricing	Objectives, Frame work of international pricing,	B. N. 3, 7
27			Factors Gray market, Price escalation	B. N. 3, 7
28			Foreign exchange risk, transfer pricing	B. N. 3, 7
CO: 3,4				
LO7: Understanding pricing in international market , analysing all prospects affecting price during international marketing				
29	8	International Promotion	Role of Advertising, advertising decisions taken for international market	B. N. 1, 3, 4
30			Personal selling, Sales promotion, public relations and trade shows.	B. N. 1, 3, 4
31			Case: Making Dough While Sun Shines	B. N. 7
32	Presentation: Group presentation on any topic from syllabus			
CO: 4				
LO8: Producing an international promotional plan with advertising, personal selling , public relations , and trade shows				

VI: BOOK REFERENCE:

1. International Marketing Analysis and Strategy –OnkVisitSak John J. Shaw, Pearson Education 2006
2. International Marketing Management – Subhash Jain, CBS Publishing & Distribution, 2001
3. International Marketing-- P.K.Vasudeva, Excel Books, 2004
4. International Marketing—F. Cherunilam, Himalaya Publishing House Ltd,
5. International Marketing Management—M.N.Mishra, Oxford & IBH Publication, Pvt
6. International Marketing Management—R.L. Varshney and B.L.Bhattacharya, Sultan Chand & Sons
7. International Marketing- Kotabe et. Al, Wiley India Edition

VII: Note:

- 1 There will be group assignments. Group size will be 4-5 students
- 2 There will be Group presentations.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 6 marks.
- 4 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
International Marketing			
MBA IB 2nd Sem (2018-20)			
Goal : Students will be able to gain a solid understanding of the theoretical and conceptual principles of International marketing and understand how to develop and manage a strategic international marketing initiative.			
Objective: To gain an understanding of concepts of International Marketing, types of international markets, demand and supply position in international markets, import-export documentation, policies and procedures of foreign trade.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to describe the strategies and tactics that can lead to successful international marketing given those environmental constraints; Understand how managers perform the	%.... students were accomplished and able to articulate some perspectives of International Marketing. Some of the students were able to demonstrate strategies and tactics that can lead to successful	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to demonstrate strategies and tactics that can lead to successful international marketing given those environmental constraints.

functional tasks that constitute international marketing such as marketing intelligence and “mix” adaptations;	international marketing given those environmental constraints.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Marketing Research and Consumer Behavior**Session:** Jul.- Dec**Class:** MBA (IB) – II Sem**I: Course Objective:**

The objective of this paper is to understand the research tools to have the predictions of the market and accordingly design the strategies for the successful operations of the organization.

II: Examination:

The faculty member will award marks out of a maximum of 15 marks (As per academic plan) for the internal performance of the student. The semester examination will be worth 85 marks. It will have two sections, A and B section.

III: Course Outcomes (CO):

- Discuss the scope and managerial importance of market research and its role in the development of international marketing strategies
- CO1:
- CO2: Provide a detailed overview of the stages in the international market research process. Discussing the principal factors that influence consumers as individuals and decision makers with an application to the buying decision process.
- CO3:
- Understand consumer behavior theories to develop better marketing programs and strategies to influence those behaviors.
- CO4:

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				1	1		1	
CO 2					1	1	2	
CO 3					1			
CO 4					1		1	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Research Methods	Role and Objectives of Business Research	B.N. 1, 4
2			Types of Research	B.N. 1, 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			The Research Process	B.N.2, 5
4			Problems Encountered by Researchers in India	B.N. 1, 3, 6
Group Assignment: Visit a Retail Store and Talk to its Manager Regarding Significance of Research in Business.				
CO: 1				
LO1: Understanding the basic concept of Research Methods				
5	2	Research Design	Selecting and Defining Research Problem	B.N. 2, 3
6			Need for Research Design	B.N.1, 2, 5
7			Features of a Good Research Design	B.N.2, 4, 7
8			Types of Research Design	B.N.3, 5
CO: 1				
LO2: Generating knowledge on Research Design				
9	3	Sampling Theory and Design	Census vs. Sampling	B.N.2, 5, 6
10			Objectives and Principles of Sampling	B.N. 1, 5
11			Types of Sampling	B.N.5, 7
12			Sampling and Non-Sampling Errors	B.N.2, 3, 7
Assignment: Assignment Sheet on Research Design and Sampling Plans				
CO: 2				
LO3: Understanding the sampling theory & design sample survey				
13	4	Data Collection and Analysis	Collection, Organization, Presentation, Analysis of Data	B.N.2, 4, 7
14			Multiple Regression, Factor Analysis, Cluster Analysis, Conjoint Analysis	B.N.4, 5
15			Perceptual Mapping, Multidimensional Scaling, Discriminate and Canonical Analysis	B.N. 1, 3, 4
CO: 2				
LO4: Developing the concept of Data collection & analysis				
16	5	Scaling Concepts	Measurement in Research and Measurement Scales	B.N. 2, 5, 6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17			Sources of Errors in Measurement, Developing Measurement Tools	B.N.2, 3, 5
18			Reliability and Validity of Scales	B.N.1, 7
19			Designing Questionnaires and Interviews	B.N. 3, 6
CO: 2				
LO5: Identify all the measurement of scaling concepts in research and its technique				
20	6	Interpretation and Report Writing	Meaning, Techniques and Precautions in Interpretation	B.N.2, 5
21			Significance of Report Writing, Steps in Report Writing	B.N. 3, 6
22			Layout of Report and Precautions in Writing Research Reports	B.N.1, 5
Assignment: Conduct a Survey Regarding the Consumer Preference towards a Specific Product and Submit the research Report				
CO: 2				
LO6: Interpretation & report writing in research				
23	7	Emerging Application of Research	Relationship Marketing, CRM and SCM	B.N.6, 7
CO: 3				
LO7: Acknowledgement to emerging application of research, relationship marketing, CRM and SCM				
24	8	Introduction to Consumer Behavior	Nature, Scope and application of Consumer Behavior	B.N. 8, 9
CO: 3				
LO8: Understanding the fundamentals of consumer behaviour				
25	9	Environmental Influences on Consumer Behavior	Cultural, Social, Personal, Family and Situational Influences, Opinion Leadership and Life Style Marketing	B.N. 8, 10
26			Nature and Significance of Personal Influence, Marketing Implications of Personal Influence	B.N. 9, 11
27			Significance of Family in Consumer Behavior and Family Life Cycle	B.N. 8, 12
CO: 3				
LO9: Understanding major environmental influence on consumer behaviour				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
28	10	Consumer as an Individual	Involvement and Motivation, Knowledge, Attitude, Values	B.N. 8, 10
29			Personality, Learning and Life Style, Dimensions of Involvement and its Marketing Implications	B.N. 11, 12
30			Characteristics and Classification of Learning, Personality Theory and Application	B.N. 10, 12
CO: 4				
LO10: Developing concept of consumer as an individual and related theories				
31	11	Consumer Decisions Processes	Pre, Purchase and Post Purchase Processes	B.N. 9, 11
CO: 4				
LO11: Understanding consumer decision process				
32	12	Discussion on Major International Marketing Research Agencies	Contributions of Major Research Agencies	B.N. 10
Assignment: Visit any 3 Marketing Research Agencies Website to Explore More Details.				
CO: 4				
LO12: Discussion on major international marketing research agencies and their contribution				

VI: Book References:

1. Marketing Research - S.L.Gupta , Excel Books 2006
2. Marketing Research - David J. Luck,Ronald S. Rubin , Printice Hall Of India, 2006
3. Marketing Research - Harper W. Boyd Ralph Westfall, Stanley F. Stasch,D.D. Sharma, AITBS Publishers & Distributors
4. Marketing Research-- G.C. Beri,Tata McGraw Hil Publication
5. Research Methodology -D.K.Bhattacharya , Excel Books
6. Research Methods for Mgt – Dr. S. Shahjahan , Jaico Publishing House
7. Research Methodology in Management—V. P. Michael, Himalaya Publishing House Ltd.
8. Consumer Behavior- Leon G. Schiffman/ Leslie Lazer Konak, Printice Hall Publication
9. Consumer Behavior - Satish K Batra/Kazmi, Excel Books Publication, 2004
10. Consumer Behavior - Hoyer/ Macmillian, Houghton Mifflin Company, 1999
11. Consumer Behavior - Blackwell and Engel, Thomson south Western United States, 2007
12. Commentary on Consumer Behavior- Chunawalla S.A., Himalaya Publishing House Ltd.

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
International Marketing Research & Consumer Behavior			
MBA IB 2nd Sem (2018-20)			
Goal : To have a general understanding of research and its use in areas of management research. The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value.			
Objective: To grasp and comprehend the methods and techniques used in research and provide with the knowledge and skill to undertake research. The objectives of this course are to help students gain an understanding of various aspects of Consumer Behaviour and their applications.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% students show high orientation towards research. Shows complete understanding of research concepts and able to plan business research using scientific methods for managerial decisions. They explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behaviour particularly in market.	___% students show good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems. They explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behaviour particularly in market.	___% students show little understanding of research concept and need more clarity of concept for correlating and planning researches for managerial decisions. They explained how the markets, consumers behave under circumstances.	___% students show very basic understanding of subject and find it difficult to plan or design research for managerial problems. need improvement for conceptual knowledge. Need to correlate research concepts with managerial problems along with consumer behavior.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Finance and Accounts**Session:** January-June**Class:** M.B.A (IB) II Sem

I: Objective of the course: The objective of this paper is to go through the financial concepts and understand the techniques to manage the finance for the organization.

II: Examination: The external semester examination will be of 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Acquaintance with the basic concept of finance, cost accounting & financial management.
 CO2: Preparation & financial analysis of financial statement.
 CO3: Analyze financial data & develop critical thinking skills to manage the finance of an organization.
 CO4: Methodology to present accounting data effectively to make information meaningful & knowledgeable.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2								1
CO 3			1		2			
CO 4								

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Introduction to Financial Accounting	Meaning & function of Accounting; Generally accepted Accounting Concepts & Conventions;	B.N. 1
2			Nature of Accounts; Rules for Debiting & Crediting; Journalizing the transactions	B.N. 1

3			Posting from the Journal to the Ledger	
4			Preparation of Trial Balance.	B.N.1
CO: 1				
LO1: Describe the conceptual framework of accounting and rules to record the transactions.				
5	2	Final Accounts - Preparation of financial Statements	Trading, Profit & Loss Account, and Balance Sheet with the help of Adjustment Entries.	B.N.1/2
6			Numerical Questions	B.N.1/2
7			Numerical Questions	B.N.1/2
8			Numerical Questions	B.N.1/2
CO: 2				
LO2: Understanding the preparation of final accounts with adjustments.				
9	3	Depreciation	Meaning and Need, Methods of Charging depreciation – Straight Line Method;	B.N.1
10			WDV Method; Accounting for depreciation in the Books of Account.	B.N.1
11			Change in the Method of Depreciation, Numerical Questions	B.N.1
12			Presentation I	
Assignment I				
CO: 3				
LO3: Understanding and analysing financial statements with the help of financial ratio analysis.				
13	4	Analysis and Interpreting of the Financial Statements	Financial Ratio Analysis-Liquidity Ratios; Profitability Ratios	B.N.3
14			Turnover Ratios; Solvency Ratio	B.N.3
15			Building An Income Statement and Balance sheet.	B.N.3
16			Numerical Questions	B.N.3
17			Numerical Questions	B.N.3
18			Numerical Questions	B.N.3
CO: 2,3				
LO4: Prepare and analyse the fund flow statement of a company				
19	5	Cost Volume Profit and	Break Even Analysis, Contribution Analysis & Segment Contribution & There	B.N.3

		Break Even Analysis	use in profit Planning	
20			BEP Analysis-Numerical Questions	B.N.3
21			Numerical Questions	B.N.3
22			Numerical Questions	B.N.3
CO: 2,3				
LO5: Prepare and analyse the cash flow statement of a company				
23		Cash Flow statement (AS-3)	Meaning, uses and preparation	B.N.3
24	6		Numerical Questions	B.N.3
25			Numerical Questions	B.N.3
26			Numerical Questions	B.N.3
CO:				
LO6: Calculation of leverage and its implications for business decision making.				
27	7	Introduction to Cost Accounts	Meaning, Objectives, Difference between cost Accounts and Financial Accounts	B.N.4
28			Elements of Cost.	B.N.4
29			Numerical Questions	B.N.4
CO: 3				
LO7: Understand the concept of Cost Accounting				
30	8	Analysis of financial statements	Analysis of financial statements of any public limited company	B.N.3/11
31			Analysis of financial statements Contd...	B.N.3/11
32			Presentation II	
Assignment II				
CO: 4				
LO8: Apply the financial tools for analysis of financial statements of public limited companies.				

VI: Reference Book:

1. P.C. Tulsian, Financial Accounting, Pearson, 2008
2. S.N. Maheshwari, Introduction to Accountancy, New Delhi, Vikas Publishing House, 10th Edition, 2009.
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. M.N. Arora, Cost Accounting: Principle & Practices, 10th edition, Vikas Publishing House, 2007
5. Advanced Accountancy- Vol II, R.L. Gupta & M. Radhswamy, Sultan chand And Sons, 1999.

6. Double entry book – keeping and accountancy, T. S. Grewal, Sultan Chand & Sons, Latest
7. Comprehensive Financial Accounting , S.A Siddique, Laxmi Publications, Latest
8. Financial Management -- Khan & Jain, Tata McGraw Hill Publication, IVth Edition, 2004
9. Financial Management-- I.M. Pandey., Vikas Publishing House Pvt. Ltd.VIIIth Edition 1999.
10. Financial Management-- Prassanna Chandra, Tata McGraw Hill Publication, VIIth 2008
11. Financial Management -- Maheshwari, Sultanchand \$ Sons, Edition, 2004.
- 12.

VII: Note:

1. There will be 2 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII: Rubric for Internal Assessment			
Business Finance and Accounting			
MBA IB 2nd Sem (2018-20)			
Goal : Students develop the ability to prepare and analyze increasingly complex financial statements. Topics include an overview of Accounting Concepts Conventions, Trading, Profit & Loss Account, and Balance Sheet, Depreciation, Financial Ratio, Break Even Analysis, Cash Flow Statement, Cost Accounting and Financial Statements.			
Objective: The objective of this paper is to go through the financial concepts and understand the techniques to manage the finance for the organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Accounting, Cost, and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Accounting and understanding of Accounting for Managers for Decision Making.	% Students are equipped with the basic concept of Accounting.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Human Resource Management

Session: Jan - June

Class: MBA(IB) II Sem

I: Course Objective: The objective of the course is to understand the human management to get the satisfied and competitive work force to build strength of the organization.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: To make the students aware of various concepts, process and practices of HRM in the present corporate world
- CO2: To enable the students to work as a catalyst who can enhance work relations for strengthening the organization.
- CO3: To understand the need and usage of Training & Development for individual and organization development.
- CO4: To understand the causes for grievances and resolving them in the best possible manner.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		1	1				
CO 2					1			1
CO 3					2	1	2	2
CO 4								

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	The field of HRM	Need and significance of HRM	B.N. 1/B.N.4
2			HRM function	B.N. 1/B.N.4

3			Environmental influence of HRM	B.N. 1/B.N.4
4			H.R Audit	B.N. 1/B.N.5
5			ASTD HRM model	B.N. 2/B.N.5
6			Case Study : CIC Logistic Ltd.	
CO: 1				
LO1: This unit will help the students to understand the basic concepts of HRM, HRM functions and HR audit.				
7	2	HR Policies	Formulation of sound policies	B.N. 1/B.N.2
8			Essentials of sound personnel policies	B.N. 1/B.N.2
9			Case Study : Fanta Cola Ltd.	
Assignment (Worksheet)				
CO: 1				
LO2: It helps to understand the formulation and essentials of HRM policies.				
10	3	Acquisition of Human Resources	Job Analysis	B.N. 1/B.N. 2
11			Job Description	B.N. 1/B.N. 2
12			Job Specification	B.N. 1/B.N. 2
13			Manpower planning objectives, importance	B.N. 1/B.N. 2
14			Manpower planning process	B.N. 2/B.N. 3
15			Recruitment policy , sources , Techniques	B.N. 2/B.N. 3
16			Selection methods , Induction	B.N. 1/B.N. 4
17			Placement	B.N. 1/B.N. 4
18	Presentation			
CO: 2				
LO3: It helps the students to understand the HR acquisition process.				
19	4	Development of Human Resources	Training & Development	B.N. 4/B.N.2
20			Training Methods	B.N. 1/B.N.2

21			Introduction to Performance Appraisal	B.N. 4/B.N.2
22			Performance Appraisal methods	B.N. 4
23			Career and Succession Planning	B.N. 4
24			Case Study : Engler Enterprises	
CO: 3				
LO4: It helps to understand the Training & Development Process and methods. It also helps to understand Performance Appraisal methods.				
25	5	Maintenance of Human Resources	Job Evaluation	B.N. 1/ B.N.3
26			Designing and Administering the wage and salary structure	B.N. 1/ B.N.3
27			Employee Incentives	B.N. 1/ B.N.3
28			Case Study : Rane	B.N. 1/ B.N.3
CO: 4				
LO5: It helps the students to understand the importance of job evaluation, incentive and reward system.				
29	6	Grievance Handling	Grievance Handling procedure and solution	B.N. 1/ B.N.2
CO: 4				
LO6: To understand the reasons of employee grievance and procedure of handling them.				
30	7	Separation Processes	Turnover , Retirement, Layoff and VRS	B.N. 1/ B.N.2
31			Case Study : Mid Steel Company	B.N. 1/ B.N.2
CO: 4				
LO7: To understand the ways of separation from the organization.				
32	8	Research and the Future	Current Trends andFuture Challenge for HRM	B.N. 1/ B.N.2
CO: 1,2				
LO8: To open their minds for future challenges and research in HRM.				

VI: Book Reference:

- 1 Human Resource Management- S.P Robbins, Printice Hall Publication
- 2 Essentials of Human Resource Management and Industrial Relations- P. Subba Rao, Himalaya Publishing House
- 3 Human Resource & Personnel Management- K. Aswathappa, Tata McGraw-Hill Publication Ltd
- 4 Human Resource Management- Dessler, Printice Hall Publication

VII: Note:

- 1 There will be 2 group major assignment .
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 Attendance will be a multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Human Resource Management			
MBA IB 2nd Sem (2018-20)			
Goal : To provide a strong grounding in broad-based fundamental human resource management knowledge and skills to prepare students for meaningful and productive careers as human resource managers and professionals.			
Objective: To develop the student's ability to think critically and analyze opportunities to improve organizational performance through human resources management and also to provide student with analytical skills to utilize Human Resources metrics and technological applications to enhance the effectiveness of recruitment, training, development and retention of human resources.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__% Students are exceptionally good with the understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working.	__% students shows good understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working at some extent	__% students show little understanding of the dimensions of the management of human resources but students find it difficult to connect the various theories of human resources with organisational working.	__% students shows very basic understanding of subject and incapable to connect various aspects with organisational working.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Import Management**Session:** July-December**Class:** MBA(IB) III Sem

I: Objective of the Course: The objective of this paper is to understand the details of the import scenario and the process and procedure of the imports in India.

II: Examination: The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation). The semester examination will be worth 85 Marks (External evaluation).

III: Course Outcomes (CO):

- CO1: Selection of sustainable global import markets involvement of government bodies involved and obstacles involved in the import business.
- CO2: Develop analytical skills for identifying and selection of import commodity and finalization of mode of settlement of payment.
- CO3: Develop an understanding towards import procedures and documentation.
- CO4: Identify source of information on import restrictions and documentation associate with international supplying in order to facilitate import compliance for the importing organizations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							
CO 2			1		2			
CO 3						3		
CO 4	2							1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Import Management	Introduction about import	B.N. 1,2
2			Objectives of Import Policy	B.N. 1,2
3			Import Trade Organization	B.N. 1,2
4			Liberalization of Import in India.	B.N. 1,2
5 Assignment discussion on highlights of EXIM recent policy				
CO: 1				
LO1: Describe the scenario pertaining to imports in India.				
6	2	Preliminaries of Imports	Types of imports, Negative list of imports	B.N. 1,2
7			Category of importers.	B.N. 1,2
8 Assignment Discussion on list of Imported Items country wise in India				
CO: 2				
LO2: Understand the requirements in the importing overseas supplier’s agent’s role in India.				
9	3	Import Procedure	Introduction, Pre import formalities,	B.N.3
10			Legal dimensions of import, retirement of import documents	B.N.3
11			custom clearance of imported goods	B.N.3
CO: 2				
LO3: Understand and evaluate competitiveness in pricing credit terms and regulation, foreign buyers LC instructions.				
12	4	Import documents	Transport document, Airway bill or bill of lading, bill of entry,	B.N.3

13			certificate of inspection, import license, freight declaration certificate etc.	B.N.3
14 Class Test				
CO: 1				
LO4: Understand the various sources of finance available and risk involved.				
15	5	Import contract and Terms of Imports	Inco terms	B.N.3,4
16			Mode of payment.	B.N.3,4
CO: 1				
LO5: Awareness about different type of special schemes for exporters for different categories of products.				
17	6	Exchange control provisions for imports under the RBI's regulation	Exchange control provisions for imports under the RBI's regulation	B.N.3,4
CO: 4				
LO6: Provide knowledge about how to manage documents related to customers and various types of duties levied.				
18	7	Warehousing of imported goods	Transportation in International SC	B.N.3,4
19 First Group Presentation				
CO: 4				
LO7: Understand the prerequisites for obtaining an import license and related terms.				
20	8	Import Finance	Fund based and Non fund based financing	B.N.5
21			Bank Finance	
22			Finance from EXIM Bank	B.N.5
23			finance through letter of credit and other documents	
24 Second Group Presentation				

CO: 2				
LO8: Understand the Indian supplying industry and also evaluate the right structure				
25			Types of import duties	B.N.1,4
	9	Import duties		
CO:4				
LO9: Understand the types of Import Duties				
26	10	Imports under special schemes for exporters	Exemption and Remission schemes	B.N.1,4
27			Import of gems and jewellery	B.N.1,4
28			Gifts	B.N.1,4
29			Auto Mobiles	B.N.1,4
30			Life Saving Drugs	B.N.1,4
31			Technology, and Equipment's	B.N.1,4
32			Fast Track Clearance Scheme (Green Channel Facility), Post and Parcel Clearance.	B.N.1,4
CO: 3				
LO10: Understand the Imports under special schemes for exporters				

VI: Reference Books:

1. How to Import: Nabhi Kumar Jain, 2016
2. Import, do it yourself: M.I. Mahajan
3. Export Import –Procedures (Documentation & Logistics) -- C. Rama Gopal New Age Publications
4. Import Export Portfolio (Policy, Procedure & Documentation) -- A. K. Singh & Disha Madan, Nakoda Publishers and Printers.

VII: Note:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach Import Management.

3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII:Rubric for Internal Assessment			
Import Management			
MBA IB 3rd Sem (2018-20)			
Goal : Students acquire the basic knowledge and skills needed to effectively supported to International Business with the help of Foreign Trade Policy, Procedure and Documentation.			
Objective: To gain an understanding of concepts of Foreign Trade Policy, import-export documentation, policies and procedures of foreign trade, promotional scheme and overall documentation.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Foreign Trade Policy, Import Management, Procedure And Understanding of International Business.	% Students having understanding about Import Management.	% Students having understanding about management aspect with foreign trade.	% Need More Efforts to learn about Fundamental of Foreign Trade.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: International Business Finance
Class: MBA (IB) - III Sem

Session: July – Dec

I: Objective of course: The objective of this course is to make students aware of changes in foreign exchange market and development in international financial system.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 15 marks based on continuous evaluation .The Semester Examination will be worth 85 marks.

III: Course Outcomes (CO):

- CO1: Understanding the structure of international financial system.
 To make students aware of the changes in foreign currency exchange market and development in international financial system.
- CO2: international financial system.
- CO3: Identify opportunities for arbitrage and discuss methods to exploit these opportunities
 Evaluate cross-border investment opportunities, and describe a multinational firm's decision making process for long term capital budgeting, short term cash flow management and the management of foreign operations.
- CO4:

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		3					
CO 2				3	2	1		
CO 3								3
CO 4						1	3	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
International Business Finance				
1	1	International	Need for International Financial System	

2		Financial System		
3			Changes in Global Finance Market	
CO: 1				
LO1: Understand the need and changes of international financial system				
4	2	Risk and Exposure	Concept of Risk and Exposure	
5			Types of Exposure	
6			Measurement of Exposure	
CO: 2				
LO2: Get acquainted with Management of Foreign Exchange Risk and exposure.				
7	3	International Monetary System	International Monetary System	
8			Bretton Woods Agreement	
9			Role of IMF in International Financial System	
10			Role of World Bank in International Financial System	
CO: 3				
LO3: Highlights on the role of IMF and World Bank in International Financial System.				
11	4	Foreign Exchange Market	Structure of Foreign Exchange Market	B.N. 1
12			Spot Market Dealing and Terms Involved	B.N. 1
13			Forward Market Dealing and Terms Involved	B.N. 1
14				
15	Presentations			
CO: 4				
LO4: Analyze spot and forward foreign exchange markets and how international organizations operate and integrate the spot and forwards in international trade and financial transactions. Learn Arbitrage pricing Theory.				
16	5	Future Contract,	Carry of Future Contract	B.N. 7

17		Swap and Rated		
18			Speculation and Hedging Strategies	B.N. 7
19				B.N. 7
20			Swap Deals and Their Types	B.N. 7
21				
22			Concept of LIBOR, LIBIO, SIBOR, MIBOR etc.	B.N. 1
23				
CO: 3				
LO5: Concept of Hedging, Swap deals and their types				
24	6	International Source of Finance	Role of ADR	B.N. 1
25			Role of GDR	B.N. 1
26			Euro Issues	B.N. 7
27			ECB in Raising Resources in International Markets	B.N. 7
CO: 4				
LO6: Understanding of Eurocurrency markets, International Bonds Markets, External Commercial Borrowings, advantages of Euro Issues. GDRs and ADRs.				
28	7	International Taxation	Brief Introduction to International Taxation	
29				
CO: 4				
LO7: Highlights of International Taxation with reference to residents and non residents Indians.				
30	8		Foreign Currency Accounts for Residents Indians	
31			Foreign Currency Accounts for Non-Residents Indians	
32	Presentations			

CO: 4
LO8: Highlights of Foreign Currency Accounts with reference to residents and non residents Indians.
A-2., Submission within 5 days
Class test

VI: Book Reference

1. International Financial Management: A.K. Seth, Galgotia Publication Pvt. Ltd., 2008
2. International Financial Management: P.G. Apte, Tata McGraw Hill, 3rd edition 2004
3. International Financial Market and India – Machirauj, New Age Publication, 1997
4. International Finance: Maurece D. Levi, Tata McGraw Hill Publication, 3rd Edition 2000
5. International Finance – V.A. Arathani, Himalaya Publishing House Ltd. 4th Edition
6. Multinational Business Finance – David K. Eiternan, Michael H. Moffett Arthur. I. Stonehill, Alok Pandey, Pearson Education, X Edition
7. Foreign Exchange & Risk Management – C Jeevanandam, Sultan Chand & Sons, X Edition
8. International Financial Management, Madhu Vij, Excel Books, 2nd Edition

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII: Rubric for Internal Assessment			
International Business Finance			
MBA III Sem (IB)			
Goal : This course provides students with the knowledge and skills of foreign exchange market.			
Objective: To make students aware of change in foreign exchange market and development in international financial system.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

____ Students having high understanding of structure of international financial system. They are able to evaluate cross-border investment opportunities and also able to describe a multinational firm's decision making process for long term capital budgeting, short term cash flow management and the management of foreign operations.	____ Students having basic understanding of structure of international financial system. At some extent they are able to evaluate cross-border investment opportunities and to describe a multinational firm's decision making process for long term capital budgeting, short term cash flow management and the management of foreign operations.	Students having very low understanding of structure of international financial system. At very low level of degree they are able to evaluate cross-border investment opportunities and to describe a multinational firm's decision making process for long term capital budgeting, short term cash flow management and the management of foreign operations.	____ Students having need of improvement at their understanding of structure of international financial system.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Management Information System**Session:** July - Dec**Class:** MBA (IB.) - III Sem

I: Objective of course: The objective of this paper is to understand the application of various information tools to have a source of internal and external data for the organization.

II: Examination: The faculty member will award internal marks out of 15. The end semester examination will be worth 85 marks having theory and cases/practical problems. There will be 7/8 questions out of which a student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO1: To understand the applications of information tools in Business operations
 CO2: To study the development process of Management Information System
 CO3: To learn use of information system to achieve business competitive advantages
 CO4: To understand the role of Information System in Managerial Decision Making

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		1	1	2		1	
CO 2	1			1	2	2		1
CO 3	1			1	1	1	1	1
CO 4	1			1	1	2		1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	System concept	Introduction of system, Definitions	B.N. 7
2			Characteristics of a system, Features of system	B.N. 7

3			Elements of system, Advantages of system	B.N. 7
4			Types of systems, Applications	B.N. 7
CO: 1				
LO1: To understand the concept of system in organization.				
5	2	Introduction to MIS	Introduction. Definition Information System, Applications	B.N. 2
6			Types of Information system, Characteristics of MIS	B.N. 2
7			System Approaches	B.N. 2
8			The principle of Synergy	B.N. 2
A-1. First assignment, submission within 3 days				
CO: 3				
LO2: To describe advantages of Management Information System (MIS).				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
9	3	Structure of MIS	Management activity organizational function part 1	B.N. 2
10			Management activity organizational function part 2	B.N. 2
11			MIS conceptual structure	B.N. 2
12			MIS physical structure	B.N. 2
A-2. Group assignment, Submission with in 5 days				
CO: 2				

LO3: To understand the conceptual and physical structure of MIS				
13	4	System development life cycle (SDLC)	Introduction, SDLC feasibility study	B.N. 7
14			SDLC analysis, SDLC design	B.N. 7
15			SDLC implementation	B.N. 7
16			Maintenance approaches of MIS development	B.N. 7
A-3. Presentations				
CO: 2				
LO4: To be aware about different phases of system development life cycle				
17	5	System analysis techniques	Structured analysis tools	B.N. 7
18			DFD – Data Flow Diagrams	B.N. 7
19			Decision Tree	B.N. 7
20			Decision table	B.N. 7
CO: 3				
LO5: To know about system analysis tools and techniques				
21	6	MIS as a project	a) Planning for the new MIS	B.N. 7
22			b) Conceptual system design	B.N. 7
23			c) Detailed design	B.N. 7
24			d) Implementing the new system	B.N. 7
CO: 2				
LO6: To be aware about different phases of MIS project				

25	7	Programmed & Non Programmed decision	Programmed & Non Programmed decision.	B.N. 2
26		Programmed decision	Decision Support system	B.N. 2
A-4. Group presentations				
CO: 4				
LO7: To know about managerial decision and its types and how DSS is supporting in decision making				
27	8	Using information system to achieve competitive advantage	Porters competitive Forces model	B.N. 2
28			Information system strategies for dealing with competitive forces	B.N. 2
29			The business value chain model	B.N. 2
CO: 3				
LO8: To know about advantages of information system in business competition				
30	9	Securing information systems	Business value of security & control	B.N. 2
31			Establishing a Framework for security	B.N. 2
32			Tools & technologies for security	B.N. 2
A-5. Class test				
CO: 3,4				
LO9: To aware about the importance of securing system and use of tools and technique for system security				

VI: Book Reference

1. Information System Management in practice sixth edition, Pearson education, New Delhi.
2. Management Information System, Loudon & Loudpn, Pearson edition, New Delhi.
3. Information System For Management - Murdick Ross, Printice Hall Publication.
4. Management Information System - D.PiGoyal, Mac Millan India Ltd
5. Information System Management in practice sixth edkion, Pearson education, New Delhi.
6. Management Information System, Louden aid Louden, Pearson edition, New Delhi.
7. Information System For Management- Murdick Ross , Printice Hall Publication.
8. Managing With Information— Jerome Kanter , Printice Hall Publication.
9. Management Information System — Banerjee Utpal , Vikas Publishing House Ltd

10. MIS - Malik Kamna , Excel Books
11. Management Information System — B.P.Goyal, Mac Millan India Ltd
12. Management Information System - Davidson , McGraw Hill Publication

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubrics for Internal Assessment For MIS			
MBA III Sem (IB)			
Goal : Understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision-making.			
Objective: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student can apply Management Information Systems knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% students have lesser knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Offers minimal knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Have Low degree of knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Service Marketing**Session:** Jul. – Dec.**Class:** MBA (IB) – III Sem**I: Course Objective:**

The objective of this paper is to understand various processes and strategies for marketing of services and strategies for building lasting customer relationship.

II: Examination:

The faculty member will award marks out of a maximum of 15 marks (As per academic plan) for the internal performance of the student. The semester examination will be worth 85 marks. It will have two sections, A and B section.

III: Course Outcomes (CO):

- CO1: Understand the challenges in service marketing and apply the basic concepts to understand the service sector.
- CO2: Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix.
- CO3: Understand how to integrate various SM Mix elements to develop effective service delivery plan in order to achieve sustainable customer value.
- CO4: Explain service blueprinting, the integration of new technologies, and Design service quality measurements to build customer loyalty.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1						2	2
CO 2						2		
CO 3							2	
CO 4						1	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Understanding Services	Service Sector and Economic Growth	B.N. 1
2			Service Concept and Characteristics	B.N. 1, 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			Classifying Services	B.N. 1, 3
4			Challenges in Service Marketing	B.N. 1, 4
Assignment: Choose one Service Sector and Prepare a Report on its Growth in India				
CO: 1				
LO1: Understanding the concept of service sector				
5	2	Product	Service Offer	B.N. 2, 3
6			Features and Benefits	B.N. 1, 2
7			Types of New Services	B.N. 1, 2, 4
8			New Service Development Stages	B.N. 3
CO: 1				
LO2: Understand the fundamental concepts of product & new service development stages				
9	3	Pricing	Service Pricing	B.N. 1, 2
10			Reaction to Price Change	B.N. 1, 4
11			Service Pricing Methods	B.N. 4
12			Price Adjustments, Quality/Price	B.N. 1, 4
CO: 2				
LO3: Understand different pricing methods & its application in business world				
13	4	Place	Distribution of Services	B.N. 1, 2
14			Major Intermediaries	B.N. 1, 4
15			Service Delivery	B.N. 1, 3, 4
Assignment: As an Owner of a Restaurant, What Service Differentiation You can Provide to your Customers?				
CO: 3				
LO4: Identify the distribution of services & major intermediaries				
16	5	Promotion	Identifying Target Market	B.N. 2, 4
17			Determining Promotion Objectives	B.N. 1, 2, 4
18			Setting Promotion Objectives	B.N. 4
19			Selection of Communication Mix	B.N. 1, 2, 4
CO: 3				
LO5: Identifying the target market & selecting communication Mix for Service promotions				
20	6	People	Service Employees	B.N. 1, 2, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
21			Training and Development	B.N. 1, 2
22			Employee Motivation	B.N. 1, 4
23			Employee Empowerment	B.N. 1, 2
CO: 4				
LO6: Understanding the employees and how to train, develop, motivate & empower them				
24	7	Physical Evidence	What is Physical Evidence?	B.N. 4
25			Ensuring Proper Physical Evidence	B.N. 2, 4
26			Relevance of Physical Evidence	B. N.1, 3
27			Using Physical Evidence in Service Delivery	B.N. 1, 2
Assignment: Select a Service Industry, Identify the Factors which Affects CRM and Prepare a Report.				
CO: 4				
LO7: Identify the concept of physical evidence, its relevance & its uses				
28	8	Process	Introduction and Understanding	Book 1, 3
29			Blue Printing, Advantages	Book 1, 2, 4
30			Building a Blue Print for Service Industry	Book 1, 4
CO: 4				
LO8: Understand concept of blue printing in service process				
31	9	Differentiation Strategy and Positioning	Service Differentiation and Positioning	Book 2, 4
CO: 3				
LO9: Understanding the differentiation strategy & positioning				
32	10	Service from Customer Viewpoint	Customer Contacts, Complaint Handling and Recovery	Book 3, 4
CO: 4				
LO10: Acknowledgement to customer's view point, complaints & service recovery. Understanding concept of balancing demand and capacity				

VI: Book References:

1. Christopher H. Lovelock, —Services Marketing”, New Delhi: Prentice Hall of India, Latest edition
2. Service Marketing, Ravi Shankar, Excel Books
3. Service Marketing, B.balaji, S. Chand and Co.
4. Service Marketing, Zeithmal and Bither, TMH Publication

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubrics for Internal Assessment For Service Marketing			
MBA III Sem (IB)			
Goal : Students will be able to define service marketing and understand what marketing means to business executives and academics and understand the ways that retailers use marketing tools and techniques to interact with their customers.			
Objective: Adapt the nature of retail and service markets and develop abilities to help them apply marketing concepts in these markets.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the conceptual and organizational aspects of the service sector, including strategic planning and management in the service industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students were accomplished and able to articulate some perspectives of the service sector, including strategic planning and management in the service industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... student fall in this criterion. They all were not able to articulate some perspectives of the service sector, including strategic planning and management in the service industry. Understand the key elements in planning, managing, and executing the service marketing concepts.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Strategic Management**Session:** Jul-Dec**Class:** MBA(IB) - III Sem

I: Objective of course: The objective of this paper is to understand the framing of various strategies with related advantages in the different competitive situations.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

CO1: Knowledge of various functional areas & other aspects of management.

CO2: Understanding of the concepts & tools that support strategic management in organizations is develop Ability to apply the concept and analyze strategic issues in organizations and to develop strategies for

CO3: implementation.

Specific knowledge of frameworks and concepts related to strategy formation, strategic change and s

CO4: innovation.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							
CO 2						2		3
CO 3					3			2
CO 4					2		2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Strategic Management	Meaning, Need and Process of Strategic Management	B.N: 1 , B.N: 5
2			Approaches to Strategy making, Analytical & Intuitive levels of Strategy	
3			Corporate, SBU & functional strategies	

4			<i>Case: McDonlad's Corporation.</i>	
A-1: First Assignment				
CO: 1				
LO1: Students get acquainted with the concept of strategic management and be able to utilize different strategies at corporate level				
5	2	Mission and Objectives	Definition	B.N: 1
6			Formulation of Objectives	
7			change Hierarchy of objectives	
First Group Presentation: Case Analysis (MRF Limited)				
CO: 4				
LO2: Develop an understanding of the process of formulation of mission and objectives of business organizations.				
8	3	SWOT Analysis	Analysis of external Environment	B.N: 3, B.N: 4
9			Analysis of internal Environment	
10			Environmental Threat and Opportunity Profile (ETOP)	
11			Strategic Advantage Profile (SAP)	
CO: 2				
LO3: Develops the skill of utilizing different tools to analyze the organization's situation through SWOT, ETOP & SAP analysis.				
12	4	Strategy Alternatives	Strategy Alternatives, Grand Strategies and their sub strategies	B.N: 2, B.N: 9
13			Stability , Expansion, Retrenchment and Combination	
14			Internal and External Alternatives; Related and Unrelated Alternatives,	
15			Horizontal and Vertical Alternatives; Active and Passive Alternatives	
16			International Strategy Variations	
A-2 : Second Assignment				
CO: 3				
LO4: Insights developed in relation to the concept, importance and various types of strategies and sub strategies useful for any organization.				

17	5	Strategy Choice	Narrowing the Choices, Managerial Choice Factors	B.N: 3 ,B.N: 6
18			Choice Processes – Gap Analysis	
19			ETOP-SAP Matching,	
20			BCG Product – Portfolio Matrix, G.E. Nine Cell Planning Grid	
21			Contingency Strategies	
22			Prescriptions for choice of Business Strategy; Choosing International Strategies <i>Case : Apple</i>	
CO: 2				
LO5: It acquaints the students with strategic analysis techniques.				
23	6	Strategy Implementation	Implementation Process; Resource Allocation	B.N: 1, B.N: 6
24			Organizational Implementation	
25			Plan and Policy Implementation	
26			Leadership Implementation	
27			Implementing Strategy in International Setting	
CO: 3				
LO6: Create understanding of how to implement strategy in International setting.				
28	7	Strategy Evaluation & Control	Control and Evaluation Process	B.N: 1 , B.N:8
29			Motivation to Evaluate; Criteria for Evaluation	
30			Measuring and Feedback; Evaluation and Corrective Action.	
31			<i>Case: Family Dollar Stores.</i>	
CO: 4				
LO7: Students get acquainted with the process and importance of Strategy evaluations and control.				
32	8	Case Analysis	To gain actual feeling of strategic management process from mission development to strategy evaluation	
Second Group Presentation: Case Analysis (Nestle)				
CO: 4				
LO8: Students get acquainted with the feeling of strategic management proces.				

VI: Book References:

- 1 Kazmi, Ajhar Strategic Management and Business Policy, 3e, 2009Tata McGraw Hill
- 2 Alpana Trehan Strategic Management 1st edn 2010 Dreamtech , Wiley
- 3 Parthasarthy, Fundamentals of Strategic Management, 2008, Wiley India
- 4 Lawrance, Jaush & Gupta, Business Policy and Strategic Management
- 5 V.S.P Rao and V. Hari Krishna, Strategic Management
- 6 Fred R. David, Strategic Management Concepts and Cases
- 7 R. Srinivasan , Strategic Management
- 8 Charles W.L.Hill and Gareth R. Jones, Strategic Management An Integrated Approach
- 9 Rajiv Gupta , Strategic Management concepts and cases

VII: Notes

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubrics for Internal Assessment For Strategic Management			
MBA III Sem (IB)			
Goal : To evaluate challenges faced by managers in implementing and evaluating strategies based on the nature of business, industry, and cultural differences			
Objective: Objective of this course is provide the students exposure to the concepts of technology management, and technology management issues like technology development, acquisition, absorption, diffusion and technology support systems.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Student are able to understand the concepts of technology management, and issues related to it like development, acquisition, absorption, diffusion and technology support systems.	Students have lesser understanding of the concepts of technology management, and issues related to it like development, acquisition, absorption, diffusion and technology support systems.	Offers minimal understanding of the concepts of technology management.	Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Trade Logistics and Supply Chain Management**Session:** July Dec**Class:** M.B.A. (IB) III Sem

I: Objectives of course: - The objective of this paper is to understand how the chain involved in the marketing and distribution is working and decide the routing and scheduling of the products.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks will have two sections A and B.

III: Course Outcomes (CO):

- CO1: The course will expose students to the basic concept of supply chain management and the various challenges involved in managing international supply chain.
- CO2: Gaining command of the key factors in new business models based on e-commerce and an insight on how it affects the logistic system.
- CO3: Distinguish the forces shaping international logistics in global market.
- CO4: The course will enhance student's ability to use analytical tools & concept as well as better understand the major strategic issues and trade off in international business.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2					2		
CO 2						2		2
CO 3	2			3				
CO 4						3		2

V: Session Plan:

Lecture No	Unit No.	Topic	Sub-topic	Reference
1	1	Overview of Logistics & SCM	Introduction on of supply chain management	B.N.1

2			Nature & Concepts, Effectiveness	B.N.1
3			Components functions of logistics	B.N.1
4			framework for supply chain solutions	B.N.1
5			Supply chain relationships Outsourcing	B.N.1
6			3 PL	B.N.1 &4
7			4PLs	B.N.1 &4

A-1 First Assignment Submission within 3 Days**CO: 1**

LO1: Understanding the role of logistics & distribution, consumer and supplier networks as well as new methods of managing channel relationship.

8			Introduction	B.N.1 &2
9	2	Customer service	nature concept,	B.N.1 &2
10			components,	B.N.1 &2
11			customer service costs	B.N.1 &2
12			effective customer service strategy	B.N.1 &2

A-2 Second Assignment Submission within 3 Days

CO: 2				
LO2: Analyze the importance of customer service in creating value and competitive edge.				
13	3	Elements of L & SCM	Introduction	B.N.1 &4
14			logistical information system	B.N.1 &4
15			Introduction Nature & Components	B.N.1 &4
16			Forecasting Methods & Process	B.N.1 &4
A-3 Group assignment Submission within 3 Days				
CO: 3				
LO3: Explain and illustrate the significance of logistic information system and forecasting methods.				
17	4	Inventory Management	Introduction, concept types,	B.N.1 &4
18			functions of inventory in logistics & supply chain Management	B.N.1 &4
20			Quick response system, Warehousing Counts	B.N.1 &4
21			Types, Functions, costs,	B.N.1 &4
22			Warehousing strategy & design.	B.N.1 &4
A-4 Fourth Assignment Submission within 3 Days				
CO: 3				
LO4: Understand the role of inventory management and assess accurately the risk				

involved due to loss of focus on the satisfaction of end customer demand.				
23	5	Transportation	Elements model, selection of transportation model	B.N.1 &4
24			Transportation network transportation Decision (Pricing, Rate)	B.N.1 &4
CO: 3				
LO5: To understand & analyze the transportation system and choosing the best alternative.				
25	6	Benchmarking	Benchmarking the supply chain benchmarking logistics process	B.N.1 &4
26			Mapping supply chain processes,	B.N.1 &4
27			Supply & distributor benchmarking identifying logistics performance indicators	B.N.1 &4
CO: 4				
LO6: To analyze, identify and implement benchmarking performance indicator.				
28	7	Logistics Administration	Basic organizing principles of logistics & SCM, Factors influencing organizational structure	B.N.1 &4
29			Central Process Performance Measurement Report Logistics audit.	B.N.1 &4
CO: 3				
LO7: Understand & implement successful logistic administration practices.				
30	8	Material Handling	Unitization Material Handling, Packages functions	B.N.1 &4
31			costs package design, package Materials Containerization	B.N.1 &4
A-5 Fifth Assignment Submission within 3 Days				
CO: 4				

LO8: Implement proper material handling systems as to enhance SC performance				
32	9	Supply Chain Management in Retail Sector	Supply Chain Management in Retail Sector	B.N.1
A-6 Group Assignment Submission within 3 Days				
CO: 2				
LO9: Analyze & improve supply chain process in retail sector.				

VI: Text Book

1. Business Logistic Management – R.H. Ballou
2. Logistic Management & World Seaborne Trade – K. Muthaiah, Himalaya Publishing House Ltd., 1999
3. Logistics in International Business -- Rajiv Aserkar, Shroff Publication And Distribution Ltd., 2004
4. Supply Chain Management---Sunil Chopra , Printice Hall Publication, 2004
5. Supply Chain Performance Management—S. Jaikrishna,, Icfai Unit Press
6. Logistics &Supply Chain Management-- Raghoramay,, MacMillan India Ltd
7. Logistics Management—Donal J. Bowersok , Tata McGraw Hill Publication, 2000,

VII: Note

1. There will be six class tests /assignment/presentation of 10-15 minutes each without declaration of the date. It Carries 4 Marks.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII: Rubrics for Internal Assessment For ITL & SCM			
MBA III Sem (IB)			
Goal : This course would help students develop an understanding about the strategic role of supply chain, key issues of supply chain and the drivers of supply chain performance. It will also provide the better understanding of major strategic issues and trade off in international business.			
Objective: The course would acquaint the students with various concepts, models and decision-making tools pertaining to supply chain network design, forecasting, inventory, transportation etc. and also enable them to apply the tools in real-life situation.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students are able to take decisions in logistics and supply chain management considering its operational, tactical and strategic aspects from an integrated perspective by covering subjects from technology, engineering and business.	Students are able to take into account the relationships between this discipline and other areas of business to make holistic judgments when analyzing business situations.	Students have basic understanding about logistics and supply chain management.	Students have not appropriate understanding about logistics and supply chain management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:**932: Select Markets & Thrust Products**Session:** July-December**Class:** MBA (IB)– III Sem**I: Objective of course:** The objective of this paper is to understand the different potential markets and products for India to have exports and imports.**II: Examination:** The faculty member will award internal marks out of 15marks .The semester examination carrying 85 marks.**III: Course Outcomes (CO):**

- CO1: To understand the international Market Potential for various commodities
 CO2: To get the knowledge of commodities to be kept at thrust for import and export
 CO3: To better understand the thrust product for thrust market
 CO4: To identify the key determinants of thrust product as well as thrust market.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		1					
CO 2		2	2					
CO 3	3	2						
CO 4								

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1.	1	Introduction of Select Market & Thrust Product	Nature and Scope	B.N.1
2.			Study and analyze the competitive advantages of various markets	B.N.1
3.			Establish linkages between market and products and design business strategies with global perspective.	B.N.1
4.			Presentation No.1	

			Case Study Analysis “ International operations at General Motors ”	B.N.2	
CO: 2					
LO1: Understanding about thrust product and thrust market					
5.	2	Business environment& Geographical conditions of different Countries	Business environments of U.S.A (Economic &Social, Technological, Political and legal framework.). Also study.	B.N.1	
6.			Business environments of European Union (Economic & Social, Technological, Political and legal framework.)	B.N.1	
7.			Business environments of Japan (Economic & Social, Technological, Political and legal framework.)	B.N.1	
8.			Business environments of ASEAN (Economic & Social, Technological, Political and legal framework.).	B.N.1	
9.			Presentation No.2		
10.			Business environments of China (Economic & Social, Technological, Political and legal framework.).	B.N.1	
11.			Business environments of SAARC Countries (Economic &Social, Technological, Political and legal framework.).	B.N.1	
12.			Business environments of South Africa 8. Middle East (Economic & Social, Technological, Political and legal framework.).	B.N.1	
13.			Presentation No.3		
14.			The geographic, climatic and other conditions which favors Indian exports to these countries	B.N.1	
15.			Case Study Analysis “ American Motor Corporation ”	B.N.2	
16.			Case Study Analysis “ If you can’t beat the Chinese ,Join them ”	B.N.2	
CO: 1					
LO2: Get exposure of environment of thrust markets					
17.	3		Develop a working knowledge of each product category	B.N.1	

18.	Products	Conduct a general SWOT analysis for each product category.	B.N.1
19.		i). Software - Differentiate between product v/s Services, Outsourcing, etc	B.N.1
20.		ii). Pharmaceuticals - Product v/s Process Patent, New Drug. Discovery or Generic Product strategy etc.	B.N.1
21.		iii). Textiles and Readymade Garments: Cotton or Manmade: Yarn, Fabric, RMG	B.N.1
22.		iv). a) Gems and Jewellery	B.N.1
23.		b) Leather and leather Products	B.N.1
24.		c) Marine products.	B.N.1
25.		d) Agro products: Tea, Rice, Oil seeds ,Wheat, Pulses,	B.N.1
26.		e) Engineering Products: Metal Manufacturers, Machinery and Instruments, Transport equipments, etc.	B.N.1
27.		f) Services Sector: Insurance, Banking, consultancies	B.N.1
28.		g) Chemicals: Dyes & Intermediaries	B.N.1
29.		h) Minerals	B.N.1
30.		Also study the geographic, climatic and other conditions which Indian exports to these countries	B.N.1
31.		Presentation No.4	

CO: 3,4

LO2:Study about each market configuration including SWOT analysis

VI: Book References:

1. Thrust sectors in India's export - Edited by Dr. SadaShankersaxena, Dr. M.L. Varma, B.Bhattacharya, M.S. Sachdeva.
2. International Business by P. Subba Rao, Himalaya Publishing House, 2006

VII: Notes:

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 4 Group size will be 4-5 students, & each group will be given separate topic of presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubrics for Internal Assessment For SMTP			
MBA III Sem (IB)			
Goal: Students should understand the international Market Potential for various commodities and also acquire better understanding of the thrust product for thrust market.			
Objective: To understand the different potential markets and products for India to have export and Imports.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students have high conceptual understanding of the thrust product and thrust market. Students are capable to conduct deep analysis of each sector/Product to know its market potential	Students have conceptual understanding of the thrust product and thrust market. Students are capable to conduct deep analysis of each sector/Product to know its market potential	Students have conceptual understanding at some extent of the thrust product and thrust market. Students are capable to conduct deep analysis of each sector/Product to know its market potential	Cannot relate the concept to any happening. Has no Conceptual Clarity either.

IX: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Comparative International Management**Session:** January-June**Class:** MBA (IB) IV Sem**I: Objective of the Course:** The objective of this paper is to create awareness about International management system of different countries.**II: Examination:** The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation). The semester examination will be worth 85 Marks (External evaluation).**III: Course Outcomes (CO):**

- CO1: Understand the concept of Comparative Management in economic growth with different parameters.
- CO2: To gain knowledge regarding banking scenario in managing foreign customers & Foreign policies, learning about trade agreements.
- CO3: Explore the various Cultural & Environment factors in International Market.
- CO4: Understand the role of Corporate Governance in developed & developing countries and International Strategic Management.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			1	2		1	
CO 2		1	2				1	
CO 3		1		2				
CO 4						1		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction of Comparative Management	Role of comparative management in economic growth	B.N. 1,2
2			Koontz model of Comparative Management	B.N. 1,2

3	Assignment discussion on Koontz Model			
CO: 1				
LO1: Identify the concept of Comparative Management and learn the impact of Comparative Management in economic growth.				
4	2	Corporate Governance	Corporate governance in developed and developing countries relating to corporate planning	B.N. 1,2
5			Management effectiveness	B.N. 1,2
6			Organizational Behavior	B.N. 1,2
7			Leadership	B.N. 1,2
8	Assignment Discussion on different leadership styles in developed and developing countries			
CO: 4				
LO2: Understanding the role of Corporate Governance, Corporate planning & Organizational behaviour.				
9	3	Cultural and environmental factor in international management	Cultural and environmental factor in international management Introduction	B.N. 1,2,4
10			Skills for cross cultural interaction	B.N. 1,2,4
11			Negotiating with foreigners	B.N. 1,2,4
12			The influence of culture on respective management styles improving inter cultural communication	B.N. 4
CO: 3				
LO3: Creates the awareness towards Cultural & Cross cultural interactions.				
13	4	Role of banks in managing foreign customers	Role of banks in managing foreign customers introduction	B.N. 4
14			Foreign exchange financial decisions	B.N. 4
15			Problem and prospects of foreign banks in the changing economic scenario	B.N. 4

16			Organizing international operation other than banks	B.N. 4
17	Class Test			
CO: 2				
LO4: Understanding the role of Banks in foreign exchange financial decision.				
18	5	Technology transfer	Major technology transfer	B.N. 1
19			International trade agreements	B.N. 1
20			Problems of technology transfer between nations	B.N. 1
21			Prospects of technology transfer between nations	B.N. 1
22			Bilateral agreements	B.N. 1
23			Recent collaborations of India with outside world	B.N. 1
24			Technology transfer of India with outside world	B.N. 1
25			Agreements of India with outside world	B.N. 1
26	First Group Presentation			
CO: 3,4				
LO5: Learning about Major technology & international trade agreements, problems & prospects of technology transfer between nations.				
27	6	Strategic issue in international management	International strategic planning introduction	B.N. 2
28			International strategic planning – nature and dimensions	B.N. 2
29			Developing a strategic planning model for a multinational firm	B.N. 2
30			Socialization perspective(by Hofstede)	B.N. 2
31			Socialization perspective(by Hofstede)	B.N. 2

32	Second group presentation
CO: 4	
LO6: Understanding the Strategic issue in International Management, developing a strategic planning.	

VI: Reference Books:

1. Arvind V.Pathak, Rabi S.Bhagat, Roger J. Kastulak, International Management, Tata McGraw Hill Publication,2006
2. M.C. Ferlin/Sweeney , International Management strategic opportunities and challenges ,Houghton Mifflin Publication
3. David c. Thomas, Readings and cases in International Management Sage Publication ,2003
4. Helen derskey, International Management Managing across borders and cultures ,Pearson Publication

VII: Note:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Comparative International Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Comparative International Management			
MBA IB 4th Sem			
Goal : Students acquire the knowledge about different countries corporate planning, banks, and various recent collaborations and technology transfer & agreements of India.			
Objective: To understand the basics awareness about International Management System of Different Countries.			
12-15Marks	9-11 Marks	05-8 Marks	00-04Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having an understanding about basics of Comparative management in economic growth, Cultural and Environmental Factors and trade agreements in India.	% Students having understanding about Comparative management in economic growth, Cultural and Environmental Factors.	% Students having understanding about Comparative management in economic growth.	% Need More Efforts to learn about Comparative management in economic growth, Cultural and Environmental Factors.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Business Law**Session:** Jan.-June**Class:** M.B.A (IB) IV Sem**I: Objective of the course:**

The objective of this paper is to understand the laws of different laws, legal rules and regulations through which exports are governed.

II: Examination:

The semester examination will carry 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Develop an understanding of various domestic & international laws together & the impact of these laws on international business practices.
- CO2: Develop an understanding of contractual laws & relation that applies to international transactions.
- CO3: Develop an understanding about protection of IP, e-commerce and international payment mechanisms, foreign investments & international taxation issues.
- CO4: Develops the skill of understanding & applying international treaties & conventions, statutes and case material in approaching legal issues relating to international business.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2		3		
CO 2				2		2		
CO 3	2		3			2		2
CO 4					2			2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	I	Legal Framework	Foreign Trade Development and Regulation Act. 1992.	Bare Act/ Study Material
2			The Customs 1962.	Bare Act/ Study Material
3			Foreign Exchange Management Act	Bare Act/ Study Material
4			Foreign Exchange Management Act	Bare Act/ Study Material
CO: 1				
LO1: Develop an understanding of legal framework of FEMA, customs act and foreign trade				

development & regulations Act.				
5	II	Contractual Relations	The Indian Contract Act. 1872. Case: Balfour v Balfour [1919] 2 KB 571 Case :Carlill v Carbolic Smoke Ball Company [1892] Case:Lalman Shukla V GauriDutt(1913)11 All.I.J.489 Case: Brogden vs. Metropolitan Rail. Co., (1877)2.A.C.66	B.N.1/2/3/ Study Material
6			The Indian Contract Act. 1872. Case: Durga Prasad Vs. Baldeo. (1880) 3 All. 221 Case:ChinnayaVs.Ramayya, (1882) 4 Mad.137 Case: Mohiri Bibi Vs. Dharmodas Ghosh (1903) 30 Cal. 539.	B.N.1/2/3/ Study Material
7			The Sale of goods Act, 1930 with international aspect	B.N.1/2/3/ Study Material
8			The Sale of goods Act, 1930 with international aspect	B.N.1/2/3/ Study Material
9			The Conciliation and Arbitration Act. 1996, with international arbitration conventions.	B.N.1/ Study Material
10			The Conciliation and Arbitration Act. 1996, with international arbitration conventions.	B.N.1/ Study Material
CO: 2				
LO2: Develop an understanding of mercantile/commercial laws of the country & arbitration & conciliation act and the methods of alternate dispute resolution mechanism.				
11	III	Property Rights: Intellectual Property	The Copyright Act, 1957.	Bare Act/ Study Material
12			The Trademark and Patent Acts.	Bare Act/ Study Material
13			The Merchandise Marks Act	Bare Act/ Study Material
14			The Designs Act & Trade Marks Act.	Bare Act/ Study Material
15			International Conventions	Study Material
CO: 3				
LO3: Develop an understanding of various intellectual property laws of India & international conventions on IPRs.				
16	IV	Insurance	Marine Insurance	Bare Act/ Study Material
17			Carriage of Goods Act.	B.N.1/Bare Act/ Study Material
18			Multimodal Transport & Insurance	Bare Act/ Study Material
CO: 2				

LO4: Understand the laws related to transportation & insurance affecting national & international transportation of goods.				
19	V	Payments	Letters of Credit	Study Material
20			Electronic Transfer	Study Material
21			Information and technology Act 2000	Bare Act/ Study Material
CO: 2				
LO5: Understand the documentation & payment systems involved in international trade & gain an insight on IT Act, 2000 governing legal issues pertaining to Information Technology.				
22	VI	Taxation	Sales Tax – Central	B.N.6/ Study Material
23			Income Tax	B.N.4/5
24			Income Tax	B.N.4/5
25			Avoidance of Double Taxation	B.N.4/5
CO: 1				
LO6: Develop an understanding of Indian taxation laws & DTAA.				
26	VII	Others	Product Liability Case: Winterbottom v. Wright Other Cases	Study Material
27			Transfer of Technology	Study Material
28			International Contracts	Study Material
29			Licenses – Joint Venture/ Consultation	Study Material
30			Foreign Investment Laws	Study Material
CO: 4				
LO7: Develop an understanding of international treaties & conventions related to international trade & dispute resolution. Insight on various product liability laws of other countries & will be able to understand foreign investment laws & transfer of technology in international trade.				
31	VIII	International Arbitration	Arbitration Laws in International Market	B.N.1/ Study Material
32			Geneva Code of Conduct	B.N.1/ Study Material
CO: 1,4				
LO7: Develop an understanding of Arbitration Laws in International Market and Geneva Code of Conduct				

VI: Reference Book:

1. M.C. Kuchhal&VivekKuchhal, Business Legislation for Management, 4thedition,Vikas Publishing House, 2013.
2. K.R.Bulchandani, Business Law for Management, 2008, Himalaya Publishing House.
3. C.L.Bansal, Business and Corporate Laws, 1st edition, Excel Books, 2006.
4. Dr,Vinod Singhanian/Monica Singhanian, Students' Guide to Income Tax, Taxmann's
5. V.K. Singania, "Direct Tax Law", New Delhi, Taxman Publications.
6. Dr. H. C. Mehrotra and Dr. S. P. Goyal, "Indirect Taxes", Sahitya Bhawan Publication.
7. BAREActswithshortnotes(LatestEdition)forallrelevanttopics.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Legal Environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
International Business Law			
MBA IB 4th Sem (2017-19)			
Goal : Students examine the legal environment in which businesses operate and how common law, provincial and federal government statutes influence decision making. Topics include the legal system and the law relating to contracts, Insurance, Property Rights Intellectual.			
Objective: To acquire the students various laws, which are to be observed in performing the day-to-day International business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.			
12-15Marks	9-11 Marks	05-8 Marks	00-04Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having an understanding of various laws, which are to be observed in performing the day-to-day International business. Students having knowledge of latest provisions of the law and Its uses in the best interest of the organization without violating them rather than cases.	Students having an understanding of various laws, which are to be observed in performing the day-to-day International business. Students having knowledge of latest provisions of the law	Students having an understanding of basic about laws.	Students Need More efforts for Concept of Laws.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Ethics and Environment**Session:** Jan. – June**Class:** M.B.A. (IB) IV Sem**I: Objectives of course:**

The objective of this course is to acquaint students with the practical application of the factors that affect the business.

II: Examination:

The semester examination will carry 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Analyze the environment of a business from the legal & regulatory, macroeconomic, cultural, political, technological & natural perspectives.
- CO2: Conduct an In-depth analysis of a specific component of business environment & relate it to your own organization.
- CO3: Critically assess the business environment of an organization using selected strategic tools.
- CO4: To provide a sensitive understanding of ethical principles of corporate governance and the nature of their enforcement.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2		2		
CO 2					2			
CO 3					2			3
CO 4	2			1		2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	References
1	1	Business Environment	Meaning of Business Environment	B.N.1&2
2			Nature and scope of Business Environment	B.N.1&2
3			Nature of Business in 21st century	B.N.1&2

4			Components of Business Environment	B.N.1&2
CO: 1				
LO1: It creates an understanding among the students about business environment & its components.				
5	2	Economic Environment	Nature & Structure of Indian Economy	B.N.1&2
6			Economic Reforms 1991 – Trend, Growth and present status.	B.N.1&2
7			Industrial Policy	B.N.1&2
8			Monetary & Fiscal Policies	B.N.1&2
9			Foreign policy	B.N.1&2
10			Recent Developments in Business Environment of India	B.N.1&2
11			SWOT Analysis of Indian Economy	B.N.1&2
CO: 2				
LO2: It develops the knowledge of economic planning and development. Understand the different policies of government.				
12	3	International Business Environment	Globalization- Meaning, scope, phases, Indicators.	B.N.1&2
13			WTO & GATT	B.N.1&2
14			Sub Prime Crisis	B.N.1&2
5			International Financial Markets and Indian Business	B.N.1&2
16			Capital account Convertibility, Global Capital Flow Paradox	B.N.1&2
17			Forex Reserve Management and its impact on Indian Business	B.N.1&2
18			Foreign Investment	B.N.1&2
19			Case Study -Whose Basmati is this?	B.N. 3,4&5
CO: 3				
LO3: Create awareness about Indian & Global business scenario & enhances knowledge of international economic integration & WTO among the students.				
20	4	Ethics & Environment	Ethics & Business – Its issues	B.N. 3,4&5
21			Moral Responsibility and Blame	B.N. 3,4&5
22			Ethical principles in Business	B.N. 3,4&5
23			Utilitarianism	B.N. 3,4&5
24			Weighing Social cost and benefits	B.N. 3,4&5
25			Rights and Duties	B.N. 3,4&5
26			Justice and Fairness	B.N. 3,4&5
27			The Ethics of Care	B.N. 3,4&5
28			Case Study - Metro turns to Bhagwad Gita for management lessons	B.N. 3,4&5
CO: 4				
LO4: It enhances ethical values & develops an understanding of deontological ethics and philosophy of utilitarianism among students.				

29	5	Corporate Governance	Meaning	B.N. 3,4&5
30			Nature and components of Corporate Governance	B.N. 3,4&5
31			Role of Corporate Governance in the growth of business	B.N. 3,4&5
32			Case Study- Corporate Responsibility.	B.N. 3,4&5
Assignment- Business Environment of BRICS nation				
CO: 4				
LO5: It develops an understanding of corporate Governance & its components with their role in growth of business.				

VI: Reference Book

- 1) Francis Cherullinum- Business Environment, Himalaya Publishing House, New Delhi.
- 2) K. Aswathappa – Essentials of Business Environment, Himalaya Publishing House, New Delhi.
- 3) Dr. Neeru Vasishth & Dr. Namita Rajput, Business Ethics & Values with Case Studies, Taxmann Publications Pvt. Ltd.
- 4) Manuel G. Velasquez - Business Ethics, Concepts and cases, Pearson Education, 6th edition.
- 5) Veera Karoli & Huma Zafar, Business Ethics & Management By Indian Values, Thakur Publishers, Bhopal.
- 6) Mishra & Puri – Economic Environment in India, Himalaya Publishing House, New Delhi.
- 7) Justin Paul:- Business Environment – Text & Cases, McGraw Hill Companies, New Delhi.
- 8) Raj Agrawal - Business Environment, Excel Books, New Delhi.
- 9) Dutt & Sundaram – Indian Economy, S. Chand & Co. New Delhi.
- 10) I.J. Ahluwalia & I.M.D. Little – India's Economic Reforms and Development, Oxford University Press, New Delhi.
- 11) E- Journals & Database: - EBSCO, INDIASTAT.COM, EIU.COM, CAPITAL LINE .COM

VII: Note

1. There will be 2 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Business & Ethical environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Business Ethics and Environment			
MBA IB 4th Sem (2017-19)			
Goal : Students will be able to gain a understanding of the theoretical and conceptual principles of Business Ethics and Environmental changes and their analysis.			
Objective: To gain an understanding of ethics related to corporate environment and governance with the help of WTO, GATT and International Financial Market.			
12-15Marks	9-11 Marks	05-8 Marks	00-04Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to describe the ethics, environment, WTO, Financial Institutional analysis with Ethics.	%.... students were accomplished and able to articulate some perspectives of ethics and environment.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to articulate some perspectives of ethics and environment.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

Lesson Plan**Subject: Overseas Project Management****Session: Jan-June****Class: MBA(IB) - IV Sem****I: Objective of course:** The objective of this paper is to understand the Project formulation and guidelines related.**II :Examination:** The faculty member will award internal marks out of 15.The semester examination carrying 85 marks**III: Course Outcomes (CO):**

- CO1: Basic understanding of Project Management in relevance to Globalization
- CO2: Knowledge about basic working while acquiring overseas projects
- CO3: Awareness of Financial working in Global context
- CO4: Establishing connect between professionals, organizations and experts worldwide.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		1	1	1			1
CO 2	2			4		2	2	
CO 3			3					
CO 4	2	2			2			2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Conceptual framework of project	Meaning, features of Project	B.N: 1, B.N: 2
2			Phases ,Types of Project	
3			Project Analysis	

A-1: First Assignment				
CO: 1				
LO1: Awareness about the conceptual frame work of project management internationally				
4	2	Acquisition of Overseas Project	Acquisition of Overseas Project including tendering	B.N: 1, B.N: 2
5			Subcontracting, Bidding	
6			Case: Sona ltd.	
First Group Presentation				
CO: 2				
LO2: Synergizing theoretical knowledge while acquiring overseas projects				
7	3	Financial appraisal and project selection	Capital Budgeting- Introduction & Overview	B.N:1, B.N: 3
8			Techniques of Capital Budgeting-Average rate of return(ARR)-Practical questions	
9			Payback period(PB)-Practical Questions	
10			Net Present Value(NPV)-Practical Questions	
11			Internal Rate of Return(IRR)-Practical Questions	
12			Profitability Index(PI)-Practical Questions	
13			Accept/Reject Criterion	
CO: 3				
LO3: Application of Financial techniques for financial appraisal and project selection				
14	4	Cost of Capital of a project	Cost of Equity Shares- Practical Questions	B.N: 1
15			Preference Shares- Practical Questions	
16			Debentures- Practical Questions	
17			Weighted average cost of capital- Practical Questions	
18			Case: Omega Textiles	
A-2 : Second Assignment				

CO: 4				
LO4: Ability to calculate the cost of capital of a project in Global scenario				
19	5	Break Even Analysis	Break Even Point- Practical Questions	B.N: 3
20			Contribution- Practical Questions	
21			PV Ratio- Practical Questions	
22			Margin of safety- Practical Questions	
CO:5				
LO5: Familiarity with basic financial applications and ratios				
23	6	Social Cost of Overseas Project	Social cost-benefit analysis	B.N:1 , B.N: 3
24			Concept of Shadow pricing	
25			Case: Bharat Oil Company	
CO: 1				
LO1: Understanding of Social cost-benefit analysis and shadow pricing				
26	7	RBI Guidelines & Foreign Exchange Regulations	RBI Guidelines regarding overseas projects	B.N: 5
27			Foreign Exchange Regulations regarding overseas projects	
28			Turnkey Projects, Civil construction contracts	
29			Project exports, joint ventures	
CO: 1				
LO1: Awareness of RBI guidelines related to overseas projects				
30	8	Role of International credit rating agencies International Finance institutions	Role of International credit rating agencies	B.N: 5
31			International finance institutions in financing the overseas project	
32			Case: Manas Textiles	
Second Group Presentation				
CO: 1,3				
LO1: Familiarity with the role of International credit rating agencies				

VI: Book References:

- 1 Prasanna Chandra-Project Management, 8th edition, TMH
- 2 Prem Kumar & Asif K. Gosh- Project Management, Anmol Publication

- 3 Vasant Desai- Project Management, 2013 Himalaya Publishing House Ltd.
- 4 Patel- Project Management, Vikas Publishing House Ltd.
- 5 S. Shankar Narayan Secretary FEDAI, 2001-Export Finance & Banking

VII: Notes

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Overseas Project Management			
MBA IB 4th Sem (2017-19)			
Goal : Students will be able to demonstrate analytical and critical-thinking skills in the context of organizational, overseas project management.			
Objective: To develop understanding of project planning. To develop ability to monitor and control projects and risk involved. To become familiar with tools and techniques used in managing projects.			
12-15Marks	9-11 Marks	05-8 Marks	00-04Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Can implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.	% Accurately described most of the outcomes and expectations for the project, project initiation tools/templates, but some were completed incorrectly	% described less than half of the outcomes and expectations for the subject Learned some project concepts, but few were missing	% Content is unclear, inaccurate, and/or incomplete; Knowledge about subject is weak or poorly gained.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		

PROGRAM OUTCOME: MBA (BUSINESS ECONOMICS)

PO 1. Understand the relevance of Business Economics in Business Management holistically.

PO 2. Apply knowledge of Economic policy and principles to solve business problems.

PO 3. Understanding of recent developments in Micro and Macro economic theories and policies.

PO 4. Understanding of how markets and government organize core economic activities, such as production, distribution, consumption, and the growth of productive resources.

PO 5. Develop the analytical and empirical skills necessary to succeed in securing professional employment.

PO 6. Ability to critically evaluate the consequences of basic macroeconomic policy options under different economic conditions within a business cycle.

PO 7. Ability to discuss the major economic theories of international trade, and to analyze the economic implications of alternative trade policies.

PO 8. Ability to evaluate the consequences of economic activities and institutions for individual and social welfare.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Business Statistics and Research Methodology****Session: July-Jan****Class: MBA (BE) I Sem****I: Course Objective:**

Objective: The objective of this paper is to understand the statistical tools and techniques, Used in the business decision and analysis. Knowledge of basic concepts of statistics including measures of Central Tendency is a prerequisite for this subject

II: Examination:

The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation) .The semester examination will be worth 85 Marks (External evaluation). It will have two sections A & B, Section A worth 25 will consist of 5 theory questions out of which student will be required to attempt all five questions. Section B worth 60 marks will have 5 numericals problem out of which student will require attempting any four questions.

III: Course Outcomes (CO):

- CO1: Basic understanding of Statistics and Research methodology
 CO2: Knowledge about Basic concepts of statistics required in Research
 CO3: Preparing students for Research work with the knowledge of basic statistical tools
 CO4: Develop awareness of contextualizing and findings of Research into practice

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2								
CO 3		1	2					2
CO 4					2	3		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	Unit- 1	Standard Deviation	Meaning and properties of Standard deviation	B.N. 1 & B.N.6
2			Actual mean and Assumed mean method of S.D. For individual series and C.V.	
3			Actual mean and Assumed mean method of S.D. for Discrete Series and C. V.	
4			Actual Mean and Assumed mean method for Continuous series and C.V.	
5			Standard deviation with Step Deviation Method and C.V	
CO: 1				
LO1: Understanding of Standard Deviation & Coefficient Variation				
6	Unit-2	Correlation & Regression	Types of Correlation & its method	BN.3 & B.N.4
7			Karl Pearson Correlation	
8			Spearman's & Concurrent Correlation	
9			Line of Regression	
10			Curve Fitting	
11			Least Square	
Assignment -1(Worksheet)				
CO: 2				
LO2: Study of Business with reference to Correlation and Regression Analysis				
12	Unit-3	Index Number	Meaning and types of Index Number	B. N. 1 & B.N. 5
13			Methods of Construction of Index Number	
14			Characteristics of a good Index number and Test for perfection	
15			Cost of living Index Number	
CO: 3				
LO3: Learning how to construct Index Numbers				

16	Unit - 4	Probability	Concept, Additive & Multiplicative Probability	B.N.9 & B.N.7
17			Conditional Probability & Baye's Theorem	
18			Application of Conditional probability in Business	
CO:3				
LO4: Basic concepts of Probability and their applications in business				
19	Unit-5	Random Variable and Probability Distributions	Binomial Distribution	B.N.9 & B.N.7
20			Poisson Distribution	
21			Normal Distribution	
22			Application of Distribution	
CO:3				
LO5: Understanding of Random Variable and Probability distribution and their applications in business				
23	Unit - 6	Research Methodology	Concept of Research and types of research	B.N. 8
24			Research Design and its types	
CO:4				
LO6: Developing awareness of Research methodologies and their importance				
25	Unit -7	Sampling Theory	Concept of Sampling Theory and Methods of sampling	B.N. 1 & B.N. 11
26			Sampling Distribution, Standard Error and Sampling Error	
Assignment-2				
CO:4				
LO7: Understanding of Sampling and its use in research				
27	Unit-8	Testing of Hypothesis	Testing of Hypothesis, Type I and Type II Errors	B.N.8
28			concept of Confidence Limits and critical region,	
29			Test of significance for large samples-test for mean	
30			Test of significance for large samples-test for mean	
31			Test of significance for small samples - test for mean	
32			Difference between means F tests	

Group Assignment
CO: 3,4
LO8: Developing Hypothesis and testing it for the purpose of Research with the help of Statistics

VI: Text Books & Reference Books:**Text Reading**

1. Fundamentals of Applied Statistics, Gupta S.C.Chand& Sons, New Delhi, Latest Edition.
2. Monga G.S., Mathematics and Statistics for Economics, VikasPublishinR House.
3. Statistics for Management By Richard Levin.
4. R,S. Bhardwaj - Business Statistics - Excel Books
5. David Levine, T. Krenbil, P.K.Viswanathan, Business Statistics, Pearson Education, 2008.
6. S.P. Gupta, "Statistical Methods", New Delhi, Sultan Chand and Sons, 2007
7. T.N.Srivastava, Statistics for Management, TMH, 2008
8. William G. Zikmund, Business Research Methods, 7th edi. Cengage Learning, India.
9. Ajay Goel&AlkaGoel, "Mathematics & Statistics", 4th Edition, Taxmann Publication
10. K. Sachdeva, Business Research Methodology, 2008, Himalaya Pub. House
11. D. C. Sancheti and V. K. Kapoor, "Statistics: Theory, Methods and Applications", New Delhi: Sultan Chand and Sons.

VII: Note:

1. There will be Four home assignments, each carry 0.5 marks.
2. Two major group Assignments based on the practical aspect of the subject.
3. There will be one major group assignment. Group size will be 4-5 students, & each group will be given separate topic of assignment
4. Class performance & Discipline will be an important factor for assessing internal marks.
5. Attendance will be multiplying factor as per given in academic plan

VIII: Rubric for Internal Assessment			
Subject: Business Statistics and Research Methodology			
MBA BE I Sem			
Goal : To make students able to use Statistics as a helpful tool for solving complex business research problems under uncertainty, and understand methods that quantify issues and give business managers a better basis for making decisions.			
Objective: The objective of this paper is to understand the statistical tools and techniques, Used in the business decision and analysis. Knowledge of basic concepts of statistics including measures of Central Tendency is a prerequisite for this subject.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of statistical tools. Students are able to analyze these tools and also able to relate application of these tools with real life situations.	___% Shows high understanding of subject and relate tools and techniques with real life managerial problems at some extant.	___% students have basic understanding of concepts and getting stuck between the problems, they find it difficult to relate it with real life managerial problems.	___% of students found difficulty to understand the concept. Students fails to correlate concepts with real life managerial problems, need more practice for improvement.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business finance and Accounts**Session:** July-Dec**Class:** M.B.A (BE) I Sem**I: Objective of the course:**

The objective of this paper is to go through the financial concepts and understand the techniques to manage the finance for the organization.

II: Examination: The external semester examination will be of 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Acquaintance with the basic concept of finance, cost accounting & financial management.
 CO2: Preparation & financial analysis of financial statement.
 CO3: Analyze financial data & develop critical thinking skills to manage the finance of an organization.
 CO4: Methodology to present accounting data effectively to make information meaningful & knowledgeable.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2		3		2	3			
CO 3					3			3
CO 4						3		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Introduction to Financial Accounting	Meaning & function of Accounting; Generally accepted Accounting Concepts & Conventions;	B.N. 1
2			Nature of Accounts; Rules for Debiting & Crediting; Journalizing the transactions	B.N. 1
3			Posting from the Journal to the Ledger	
4			Preparation of Trial Balance.	B.N.1
CO: 1				
LO1: Describe the conceptual framework of accounting and rules to record the transactions.				
5	2	Final Accounts - Preparation of financial Statements	Trading, Profit & Loss Account, and Balance Sheet with the help of Adjustment Entries.	B.N.1/2
6			Numerical Questions	B.N.1/2
7			Numerical Questions	B.N.1/2
8			Numerical Questions	B.N.1/2
CO: 2				
LO2: Understanding the preparation of final accounts with adjustments.				
9	3	Depreciation	Meaning and Need, Methods of Charging depreciation – Straight Line Method;	B.N.1
10			WDV Method; Accounting for depreciation in the Books of Account.	B.N.1
11			Change in the Method of Depreciation, Numerical Questions	B.N.1
12			Presentation I	
Assignment I				
CO: 3				
LO3: Comparative study of various methods of depreciation & their practical implication.				
13	4	Analysis and Interpreting of	Financial Ratio Analysis-Liquidity Ratios; Profitability Ratios	B.N.3

14		the Financial Statements	Turnover Ratios; Solvency Ratio	B.N.3
15			Building An Income Statement and Balance sheet.	B.N.3
16			Numerical Questions	B.N.3
17			Numerical Questions	B.N.3
18			Numerical Questions	B.N.3
CO: 4				
LO4: Understanding and analysing financial statements with the help of financial ratio analysis.				
19	5	Fund flow statement	Meaning, uses and preparation.	B.N.3
20			Numerical Questions	B.N.3
21			Numerical Questions	B.N.3
22			Numerical Questions	B.N.3
CO: 1				
LO5: To have a conceptual knowledge of cost accounting.				
23	6	Cash Flow statement (AS-3)	Meaning, uses and preparation	B.N.3
24			Numerical Questions	B.N.3
25			Numerical Questions	B.N.3
26			Numerical Questions	B.N.3
CO: 1,3				
LO6: Learn to calculate No Profit No Loss point & margin of safety.				
27	7	Introduction to Cost Accounts	Meaning, Objectives, Difference between cost Accounts and Financial Accounts	B.N.4
28			Elements of Cost.	B.N.4
29			Numerical Questions	B.N.4
CO: 3				
LO7: Calculation of leverage and its implications for business decision making.				
30	8	Analysis of financial statements	Analysis of financial statements of any public limited company	B.N.3/11
31			Analysis of financial statements Contd...	B.N.3/11
32			Presentation II	
Assignment II				
CO: 4				
LO8: Apply the financial tools for analysis of financial statements of public limited companies.				

VI: Reference Book:

1. P.C. Tulsian, Financial Accounting, Pearson, 2008
2. S.N. Maheshwari, Introduction to Accountancy, New Delhi, Vikas Publishing House, 10th Edition, 2009.
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. M.N. Arora, Cost Accounting: Principle & Practices, 10th edition, Vikas Publishing House, 2007
5. Advanced Accountancy- Voll , R.L. Gupta & M. Radhswamy, Sultan Chand & Sons, 1999.
6. Double entry book – keeping and accountancy, T. S. Grewal, Sultan Chand & Sons, Latest
7. Comprehensive Financial Accounting , S.A Siddique, Laxmi Publications, Latest
8. Financial Management -- Khan & Jain, Tata McGraw Hill Publication, IVth Edition, 2004
9. Financial Management-- I.M. Pandey., Vikas Publishing House Pvt. Ltd. VIIIth Edition 1999.
10. Financial Management-- Prassanna Chandra, Tata McGraw Hill Publication, VIIth 2008
11. Financial Management -- Maheshwari, Sultan Chand & Sons, Edition, 2004.

VII: Note:

1. There will be 2 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII Rubric for Internal Assessment			
MBA BE I Sem			
Goal : To acquire the skills necessary to understand accounting techniques, to describe and apply accounting concepts, theories, and tools to record the business transactions which helps to make financial reports.			
Objective: The objective of this paper is to go through the financial concepts and understand the techniques to manage the finance for the organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

___% Students shows exceptionally high understanding of business finance and accounting concepts. Students also show high familiarity with the accounting tools and relationship of these tools with managerial decision making.	___% students show strong understanding of concepts but making mistakes. Some time found difficult to relate with practical aspect of subject.	___% students show good understanding of concepts, found difficult to solve completely and stuck between the problems. Required more conceptual clarity for relating practical and theory.	___% students show basic understanding of concepts, and found very much difficult to show relationship between accounting tools and managerial decision making.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

Lesson Plan**Subject:** Micro Economics**Session:** Jul-Dec**Class:** MBA BE I

I: Course Objectives: The objective of this course is to develop understanding in the students about the concepts and tools of economic analysis relevant for business Decision Making.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks. The paper will have 7 theory questions out of which students will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1: Demonstrate knowledge of fundamental microeconomic concepts and principles including economics
- CO2: Acquaintance with the necessary analytical tools to analyze decision making by individual allocation
- CO3: Understand the economic basis for business characteristics
- CO4: Demonstrate detailed understanding of output and price determination in various markets

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1	2		3		2	1
CO 2	3			3	1		3	
CO 3	2	3	2			3	2	3
CO 4		2				2		

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Fundamental Concepts of Economics	Fundamental Concepts of Economics	B.N. 1, B.N.2
2			Micro-Macro Basic Concepts	B.N. 1, B.N.3
3			Difference and Interrelation Between Micro and Macro.	B.N. 2
4			Case Study	B.N. 2
CO: 1				
LO1: Understand the economic concepts and importance of economic approaches in managerial decision making				
5	2	Consumer Behavior and Utility	Cardinal & Ordinal Approach	B.N. 1, B.N.2
6			Indifference Curve Concept	B.N. 1, B.N.2
7			Indifference Curve Analysis	B.N. 3
8			Law of Demand	B.N. 2, B.N.3
9			Elasticity of Demand	B.N. 1
10			Elasticity of Demand	B.N. 1
11			Consumer Surplus	B.N. 1
12			Consumer Choice Under Uncertainty	B.N. 1
			Case Study	B.N. 1
13	Assignment			
CO: 2				
LO2: To understand the concepts of consumer surplus and producer surplus and how demand and supply analysis determine the prices and quantities of goods and services				
14	3	Production Function	Law of Variable Proportions	B.N. 1, B.N.4
15			Isoquant	B.N. 1, B.N.4
16			Marginal Rate of Technical Substitution	B.N. 1, B.N.4
17			Law of Returns	B.N. 1, B.N.2
18			Cost Curve & their Estimation	B.N. 1, B.N.2
19			Economies of Scale & Case	B.N. 1, B.N.2

			Study	
20	Presentation			
CO: 3				
LO3: Learn how cost are measured and they vary in short and long run				
21	4	Market Structures	Perfect Competition	B.N. 1, B.N.3
22			Monopoly, Bilateral Monopoly & Degree of Monopoly and Concentration.	B.N. 2, B.N.3
23			Monopolistic Competition	B.N. 2, B.N.4
24			Oligopoly, features & characteristics	B.N. 1, B.N.3
25			Output & Pricing under different markets & Case Study	B.N. 1, B.N.3
26	Presentation			
CO: 4				
LO4: Demonstrate detailed understanding of characteristic output and price determination in various market and structure				
27	5	Pricing Policy	Pricing Practices & Concept of Factor Pricing	B.N. 1, B.N.2
28			Theories of Profit	B.N. 1, B.N.2
29			Profit Planning	B.N. 1, B.N.3
30			Managerial Theories of Firm	B.N. 1, B.N.4
31			Case Study	B.N. 1, B.N.4
32	Assignment			
CO: 4				
LO5: Understand the mechanisms that determine how markets operate				

VI: Book References:

- 1 "Modern Micro Economics" , A. Koutsoyiannis, The Mac Milan Press, II Edition.
- 2 "Price Theory and Uses" , Watson, A.I.T.B. Publishers and Distributors, II Edition.
- 3 "Foundation of Economics Analysis", Samuelson, Harvard University Press, II Edition.
- 4 "Managerial Economics" , Dean Joel, Prentice Hall Publication.
- 5 Tanner-Sales Management, Pearson, 2010

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students

- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Micro Economics**MBA BE Ist Sem**

Goal : To have a general understanding of Micro Economics and its use in Managerial Decision Making.

Objective: The objective of this course is to develop understanding in the students about the concepts and tools of economic and management concepts relevant for business Decision Making.

12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Needs Improvement
<p>___% students shows high orientation towards the theories of Micro-economics .</p> <p>The scope and managerial importance of microeconomic theories and its role in the decision making or strategies shows complete understanding of theoretical concepts and able to take wise business decisions by using scientific methods of microeconomics.</p>	<p>___% students shows good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.</p>	<p>___% students shows little understanding of concept and need more clarity of concept to correlate the practical and theoretical approach.</p>	<p>___% students shows very little understanding of the subject and it difficult to apply microeconomic theories to managerial problems and improve conceptual knowledge. Need to correlate the concepts with managerial problems.</p>

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Marketing Management**Session:** Jul. - Dec**Class:** MBA (BE) – I Sem**I: Course Objective:**

The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.

II: Examination:

The faculty member will award marks out of a maximum of 15 marks (As per academic plan) for the internal performance of the student. The semester examination will be worth 85 marks. It will have two sections, A and B section. Section A, worth 60 marks, will consist for 6 theory questions out of which student will be required to attempt any 4 questions. Section B, worth 25 marks, will consist of a case study.

III: Course Outcomes (CO):

- CO1: Identify core concepts of marketing & role of marketing in business & society
- CO2: Understand the market segmentation, target & positioning strategies
- CO3: Develop decisions making abilities related to product development and product life cycle process
- CO4: Develop understanding regarding decision making & marketing processes and its practical application in the business world

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					2			
CO 2					3			2
CO 3							2	
CO 4	2			2			1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Marketing Concepts	Customer Value and Satisfaction, Customers Delight	B.N. 1
2			Porter’s Value Chain	B.N. 1, 2
3			Scanning Marketing Environment	B.N. 1, 3
4			Marketing Philosophies	B.N. 1, 4
Assignment: Analyze the Given Case and Submit the Write-up				
CO: 1				
LO1: Understanding marketing demand concept				
5	2	Market Demand and Structure	Market Demand	B.N. 2, 3
6			Market Structure	B.N. 1, 2, 5
7			Competition and Its Types	B.N. 1, 2, 4
8			Understanding Global Markets	B.N. 3, 5
CO: 2				
LO2: Identify the core concept of marketing and marketing philosophies				
9	3	Market Segmentation, Targeting and Positioning	Segmentation and Its Levels	B.N. 1, 2, 5
10			Patterns of Segmentation	B.N. 1, 4
11			Market Segment Evaluation	B.N. 4, 5
12			Targeting and Its Strategies	B.N. 1, 4
13			Positioning and Repositioning	B.N. 2, 4
Assignment: Take a Product, Develop its Positioning Strategy and Submit the PPT.				
CO: 3				
LO3: Describe major bases for segmenting consumer & business markets. Understand how different situations in competitive environment will affect choices in target marketing & how to position a product in market				
14	4	Marketing Information System	Basics of MkIS	B.N. 1, 2
15			Need and Importance of MkIS	B.N. 1, 4
16			Marketing Research Process	B.N. 1, 3, 4
CO: 4				
LO4: Identify marketing research process & basics of marketing information system				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17	5	Product Decisions	Classifying Products	B.N. 2, 4
18			NPD Process	B.N. 1, 2, 4
19			PLC and its Strategies	B.N. 4
20			Branding, Packaging and Labeling	B.N. 1, 2, 4
CO:				
LO5: Understand the fundamental concepts of product & brand development and management				
21	6	Pricing Decisions	Pricing and its Importance	B.N. 1, 2, 4
22			Factors Affecting Pricing	B.N. 1, 2
23			Pricing Objectives	B.N. 1, 4
24			Pricing Strategies	B.N. 1, 2
Group Assignment: Group Activity on Analyzing Pricing Strategies of Various Companies				
CO: 3				
LO6: Understand different pricing methods & its strategic application				
25	7	Distribution Decisions	Definition and Importance	B.N. 4
26			Functions of Distribution	B.N. 2, 4
27			Types of Distribution Channels	B. N.1, 3, 5
28			Distribution Channel Members	B.N. 1, 2
Assignment: Watch Video Case on <i>Mumbai Dabbawala</i> for In-class Discussion				
CO: 2,3				
LO7: Identify the benefits & costs of distribution channels; discuss the channel decisions & functions involved in distribution channel members				
29	8	Promotion Decisions	Communication Process	Book 1, 3
30			Developing Effective Communication	Book 1, 2, 4
31			Promotion Mix Decisions	Book 1, 4
CO: 3				
LO8: Understand role of promotional mix in marketing. Developing the view of communication process				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
32	9	Introduction to Digital Marketing	Discussion on Digital and Internet Marketing	Book 2, 4
CO: 1				
LO9: Understanding of Digital and Internet Marketing				

VI: Book References:

1. Kotler, Keller, Koshy, Jha, Marketing Management– A South Asian Perspective, Pearson, 13th Edition, 2008
2. Marketing Management -S.A. Sheralkar , Himalaya Publishing House, Latest Edition
3. Principle of Marketing Management – Philip Kotler , Pearson Education, Latest Edition
4. Fundamentals of Marketing- William .J.Stanton , McGrawhill Publication, Latest Edition
5. Marketing Management – S.H.H. Kazmi, Excel Books India, 2007

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Marketing Management			
MBA BE I Sem			
Goal : To familiarize the students with the basic concepts and principles of marketing, and help them in understanding the basic marketing language.			
Objective: The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of modern marketing concepts, tools, and techniques, shows the abilities and skills required for the performance of marketing functions.	___% students show high understandings about modern marketing concepts, tools, and techniques, shows reasonably good abilities and skills required for the performance of marketing functions.	___% students shows good understandings about modern marketing concepts, tools, and techniques, shows abilities and skills at some extant which required for the performance of marketing functions.	___% students relate very few concepts of marketing and need improvements.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Principles and Practices of Management & Organisational behaviour **Session:** July – Dec**Class:** MBA (BE) I Sem**I: Objective of the course:** The objective of this paper is to develop managerial skills in the students to cope up with the changing business environment and becoming successful entrepreneur.**II: Examination:** The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.**III: Course Outcomes (CO):**

- CO1: Gain an understanding of functions and responsibilities of manager and develop managerial skills to analyze and understand the environment of business.
- CO2: Integrate management principles into managerial practices to cope up with changing business environment.
- CO3: Demonstrate an understanding of key terms, theories concepts and practices within the field of OB and apply them to solve issues relating to administration of human resource.
- CO4: Understanding human behavior to have efficiency and effectiveness with the total development of the organization.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							
CO 2		3				2		1
CO 3					3			2
CO 4					3			2

V: Session Plan:**Section A**

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Introduction	Concept & functions of management, functions and responsibilities of managers	B.N. 4, B.N. 6
2			Fayol's principles of management. Management thought; the classical school, the human relations school, Systems theory school, Contingency theory school	B.N. 4, B.N. 6

3			Case Study	
CO: 1				
LO1: It develops managerial skills and knowledge of basic management principles among the students.				
4	2	Planning	Nature and purpose of planning including strategic planning, principles of planning	B.N. 5, B.N. 7
5			Types of Planning, Advantages and Limitations of planning	B.N. 5, B.N. 7
6			Case Study	
Assignment No.1				
CO: 2				
LO2: Understanding of process of planning among the students and enable them to identify and formulate different types of plans.				
7	3	Objectives	Concept, nature, Types & Importance of objectives	B.N. 4, B.N. 8
8			Setting objectives, Management by objectives	B.N. 4, B.N. 8
CO: 3				
LO3: It enhances the skills among the students to develop and set the objectives of the company and how to achieve these set of objectives.				
9	4	Strategies and Policies	Concept of corporate strategy, formulation of strategy, types of strategies, TOWS matrix, the Portfolio matrix, three generic competitive strategies by Porter, effective implementation of strategies,	B.N. 4, B.N. 6
10			Types of policies, principles of formulation of policies, Decision making	B.N. 4, B.N. 6
11			Case Study	B.N. 4, B.N. 6
CO: 4				
LO4: Understand the concept of corporate strategies and formulate different types of strategies.				
12	5	Organizing	Nature and purpose of organizing, Bases of Departmentation, Span of management, Line and Staff relationship, Line-staff conflict	B.N. 5, B.N. 7
13			Delegation, kinds of delegation, Delegation and Decentralization, Methods of Decentralization.	B.N. 5, B.N. 7
14			Case Study	B.N. 5, B.N. 7
CO: 2				
LO5: Development of skills as to how to get optimum output from available resources.				
15	6	Control	Concept and process of control,	B.N. 6, B.N. 8
16			Control techniques	B.N. 6, B.N. 8
17			Case Study	B.N. 6, B.N. 8
CO: 2				
LO6: Understand the concept, meaning and process of controlling, describe the relationship between planning and controlling and understand various techniques of controlling.				

Section B				
Lecture No.	Unit No.	Topic	Sub - Topic	Reference
18	1	Organizational Behaviour	OB Models, Personality Determinants and Attributes	B.N.1, B.N. 3
19			Learning and Learning Theories, Perception-Factors affecting Perception	B.N.1, B.N. 3
20			Case Study	
CO: 1				
LO1: Understand basic concept & various theories of personality, learning, perception & job attitude.				
21	2	Motivation	Needs, Contents and Processes; Maslow's Hierarchy of Needs, Herzberg's Two Factor theory, ERG theory, Vroom's Expectancy theory, Reinforcement Theory	B.N.2, B.N. 3
22			Case Study	
Assignment No.2				
CO: 2				
LO2: Learn various theories of motivation & how motivated employees can lead to increased productivity & allow an organisation to achieve higher levels of output.				
23	3	Foundations of Group Behaviour	Defining and Classifying Groups, Group Structure and Processes	B.N.1, B.N. 3
24			Process of Group formation, Group Decision Making, Group v/s Team, Team Effectiveness, and Decision Making	B.N.1, B.N. 3
25			Case Study	
CO: 3				
LO3: Understand stages of group development, group structure, group process, group dynamics & importance of team effectiveness.				
26	5	Leadership	Trait theories, Behavioural theories-- Ohio State Studies, Michigan Studies, and Managerial Grid.	B.N.2, B.N. 3
27			Contingency theories- Heresy and Blanchard's Situational theory, Leader-Member Exchange theory	B.N.2, B.N. 3
28			Path Goal theory, Charismatic Leadership	B.N.2, B.N. 3
29			Case Study	
CO: 3				
LO4: Understand various theories of leadership and understand concept of emotional intelligence, leadership, effectiveness & recent developments in leadership theories.				
30	6	Conflict & Organizational Change	Interpersonal Conflict, Inter group Conflict, Organizational Conflict, forces of Change, Resistance to Change	B.N.1, B.N. 3
31			Case Study	
32	Presentation			
CO: 4				
LO5: Understand conflict process, conflict management techniques. Negotiation process, bargaining strategies to solve various employee related problems.				

VI: Book References

1. David S, Decenzo and Stephen P. Robbins, "Personnel/Human Resource Management", New Delhi, Prentice Hall Publication
2. Stephen P. Robbins, "Organizational Behaviour: Concepts, Controversies, and Applications", New Delhi* Prentice Hall Publication.
3. Fred Luthans, "Organizational Behaviour", New York, McGraw Hill,
4. Harold Knootz'Donnell and Heinz Weihrich, "Essentials of management", New Delhi, Tata McGraw Hill Publication.
5. R.D. Agrawalj "Organization and Management "New Delhi, Tata McGraw Hill Publication..
6. Harold Koontz, O'Donriell and Heinz Weihrich, "Management: A global Perspective", New Delhi, Tata McGraw Hill. Publication.
7. Robert Krtetner, "Management", Houghton miffin Co, 7th edition 1994.
8. Stephen/P. Robbins and Merry Coulter, "Management", New Delhi, Prentice Hall of India, 2002.

VII: Note :

1. There will be group major assignment. Group size will be 4-5 students
2. There will be Group presentations.
3. Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Attendance will be multiplying factor as per given in academic plan.

IX: Rubric for Internal Assessment			
Subject: Principles and Practices of Management & Organizational behavior			
MBA BE I Sem			
Goal: Students examine the behavior of individuals and how they interact with each other in different workplace organizations. Topics include an orientation to organizational behaviour; individual behaviour; individual and behavioural processes; team processes; organizational dynamics; and organizational processes and application of management principles.			
Objective: The objective of this paper is to develop managerial skills in the students to cope up with the changing business environment and becoming successful entrepreneur.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having an understanding about Human Behavior in Organizations at cross cultural level so that they improve their managerial effectiveness towards Team.	% Students having to understand about human Behavior in organizations at cross cultural level.	% Students Having understood about Human Behavior in organizations.	% Students Need More efforts for Understanding of Human Behavior in Organizations.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Computer Applications
Class: MBA(BE) - I Sem

Session: July - Dec

I: Objective of course: The objective of this paper is to understand the basic knowledge of computers to proceed with the information technology adopted in the business.

II: Examination: The faculty member will award internal marks out of 15. An External viva-voce will be of 20 marks. The end semester examination will be worth 65 marks having theory and cases/practical problems.

III: Course Outcomes (CO):

- CO1: Knowledge of Computer fundamentals, applications in International Business and Network (Unit 1)
 CO2: Understanding Database and types of Data models used in DBMS (Unit 2)
 CO3: Awareness of Query Language and instructions (Unit 3)
 CO4: Knowledge of Information Technology, e-commerce and use of modern technology in international business (Unit 5)

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2				2			2
CO 2	2				2			
CO 3	1			1	3			
CO 4	3	2		3	3			1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Computers	Anatomy of computer	B.N. 1
2			Hardware & Software Concepts	B.N. 1
3			Program language translator	B.N. 1

4		Networking, Types of network	B.N. 1
5		Hardware requirement for Network, Hub, router	B.N. 1
6		Wireless Technology and devices	B.N. 7
7		Wifi	B.N. 7

A-1. First assignment

CO: 1

LO1: Understand basic functioning of Computers and its application in Business

5		Data, database, database management system	B.N. 9
6		Purpose of database system, Data Abstraction, view of data	B.N. 9
7		Instances and schemas	B.N. 9
8		Data independence- physical data independence, logical data independence	B.N. 9
9		Data models- Relational, Network, Hierarchical	B.N. 9
10		Introduction to RDBMS,	B.N. 9
11		Tuple, Attribute, Domain	B.N. 9
12		Degree, Relation	B.N. 9

A-2. Second assignment

CO: 2

LO2: Understanding the concepts of database management system (DBMS)

13	3	Introduction to SQL	SQL, Use and Features	B.N. 9
14			Database languages-data definition language, data manipulation language, data control language	B.N. 9
15			SQL Data types	B.N. 9
16			SQL Operators- Arithmetic, comparison, logical	B.N. 9
17			SQL commands- create, alter, drop	B.N. 9
18			SQL commands- select, insert, update, delete	B.N. 9
19			SQL commands- create, alter, drop	B.N. 9
20			String operations	B.N. 9
21			Set Operations(union, intersection, except)	B.N. 9

A-3. Group assignment

CO: 3

LO3: Enhance Analytical skills by using commands for data-based operations using SQL.

22	4	Information Technology	Introduction to IT and its development	B.N. 3
23			E-commerce, Introduction and applications of E- commerce	B.N. 3
24			Transactions with E—commerce (B2C,B2B,C2B,C2C,C2G)	B.N. 3
25			Modern technologies in computer application	B.N. 3
26			Role of IT in economy,	B.N. 3

A-4. Presentations

CO: 4**LO4:** Learning the practical use of Database using case studies.

27	4	Information Technology	Fifth generation Computing technologies- Artificial Intelligence, Robotics, Virtual Reality	B.N. 1
28			Bio informatics	Notes
29			Introduction to GPS, GIS	Notes
30			Mobile technology 1 G,2G,3G,4G	B.N. 7
31			Multimedia	B.N. 7
32			Application of computers in Business	B.N. 7

A-5. Class Test**CO: 4****LO5:** Learning the application of IT and e-commerce. Knowledge about the latest technologies used in Business.**VI: Book Reference**

- 1 Computer Fundamentals - P.K.Sinha,, BPB Publisher
- 2 A First Course in Computer - Sanjay Saxena, Vikas Publishing House Pvt.Ltd
- 3 Computer Systems & Applications - Rustam Shroff, Himalaya Publishing House
- 4 Computer Netware—K.K.Koli, Nakoda publication & Print ltd
- 5 Introduction to Computers - N.Subramaniam , Tata McGrawHill Publication
- 6 R.K. Taxali PC Software for windows Made Simple, Tata McGraw Hills, New Delhi
- 7 Ravi Kalakotta & Whinston B., “Frontiers of E-Commerce”, Pearson Education,Reprint 2009 New Delhi
- 8 Sinha and Sinha, Computer Fundamentals, BPB Publications
- 9 Ivan Bayross, PL/SQL, BPB Publications

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII: Rubric for Internal Assessment			
Subject: Computer Applications			
MBA BE I Sem			
Goal: Students acquire the basic knowledge and skills needed to effectively utilize computer application and technology in support of Business.			
Objective: The objective of this paper is to understand the basic knowledge of computers to proceed with the information technology adopted in the business.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of computer application and e-Business Fundamentals. And Understanding of management aspect of E-commerce Technological Environment	% Students having understanding about Computer Application and e-Business Fundamentals.	% Students having understanding about management aspect with Computer Application and E Commerce.	% Need More Efforts to learn about Fundamental of Computer and Its Uses in Business Decision.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Communication**Session:** Jul-Dec**Class:** MBA (BE) I Sem**I: Course Objective:**

The objective of the course is to help the students to acquire the basics of interpersonal communication, corporate communication and soft skills, so as to improve their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.

II: Examination

The faculty member will award internal marks out of 15. The semester examination will be carrying 85 marks having two sections A and B.

III: Course Outcomes (CO):

- CO1: Understand the basics of business and corporate communication.
To develop inter-personal skills that may contribute towards satisfying personal, social
CO2: and professional relationships.
To learn skills related with personality development as per the requirement of the
CO3: corporate world.
To understand and use the basic and advanced writing techniques as per the need of
CO4: today's world.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			1					
CO 2					2			3
CO 3		2	1	1	2			
CO 4			1				1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction	Defining Communication. Distinguishing between Business Communication and General Communication.	B.N.2/B.3
2			Principles of effective communication	B.N.2/B.N.3
3			Process of Communication explained through various Models; 7 C's of Communication,.	B.N.2/B.N. 3
4			Importance of Feedback &Importance of business Communication.	B.N.2/B.N. 3
6			Interaction and self-expression	
CO: 1				
LO1: It develops understanding among the student about effective communication in the context of organizational challenges				
7	2	Factors affecting Communication	Perception and Reality	B.N.3/B.N.4
8			Physical barriers to communication	B.N.3/B.N.4
9			Mechanical and Psychological barriers to communication.	B.N.3/ B.N.2
10			Listening and its types	B.N.2/B.N.3/B .N.5
11			Essentials of effective listening.	B.N.2/B.N.3/B .N.1
CO: 2				
LO2: It will develop listening attitude among the students and how to overcome the barrier of communication.				
12	3	Channels, Types and Forms of Communication	Verbal and Non-verbal communication Kinesics, Proxemics , Paralanguage	B.N.3/B.N.1
13			Formal and Informal communication	B.N.2/B.N.3/B .N.5
14			Internal and External communication and communication networks	B.N.1
Assignment Submission				

CO: 3				
LO3: It will make the students aware of the verbal and non verbal communication and enhance their communication skills				
15	4	Fundamentals of Business writing	Adaption and selection of words, construction of clear sentences and paragraphs	B.N.2/B.N.3
16			Writing for effect. Basic patterns of business letters	B.N.2/B.N.3/B.N.4
17			Directness in good news and neutral situations. Indirectness in bad news and persuasive messages	B.N.2/B.N.3/B.N.5
18			Dealing with print and electronic media.	B.N. 4
19			Case Study Discussion	B.N.3
CO: 4				
LO4: It will help in developing the skills to write professional letters.				
20	5	Employment Messages	Writing Resumes: Controlling the format and style, tailoring the content	B.N.2/B.N.3/B.N.1
21			Choosing the best organizational plan, writing the perfect resume.	B.N.2/B.N.3/B.N.5
22			Application letters: writing the opening paragraph.	B.N.2
23			Summarizing the key selling points, writing the closing paragraph	B. N. 2
CO: 4				
LO5: It enhances the skills of preparing effective job application, covering letter and resumes.				
24	6	Reports and Proposals	Using reports and proposals as business tools	B.N.2
25			Completing and writing reports and proposals	B.N.2
26			Practicing Report &proposal Writing	
Assignment Submission				
CO: 4				
LO6: This unit helps the students to write memos, circulars, reports and proposals.				
27	7	Modern Means	Discussions and interactive	

	& 8	of communication	sessions	
28			Conducting Class Presentations	
29			Interviewing and being interviewed.(Role playing)	
30			Group Discussions	
31			Speeches and Public Speaking	
32			Presentations (Groups)	
CO: 1,4				
LO7&8: The students will become aware of various modern means of communication. It enables the students to polish their presentation skills.				

VI: Book recommended:

1. Business Communication – K.K. Sinha, Galgotia Publishing Company
2. Business Communication – Chhabra T.N., Sun India Publication, 1st Edition 2005.
3. Business Communication – Parag Diwan, Excel Books.
4. Essentials of Business Communication – Rajendra Pal, Sultan chand Publication VIII edition 2000.
5. Business Communication – R.K. Madhurkar, Vikas Publishing House Pvt. Ltd.

VII: Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation activity like Role play, Group discussion, etc. carries 3 marks.
4. Class presentation constitutes 3 marks for each student either in group or as individual.
5. Assignment submission of case study analysis carries 3 marks.
6. Group discussions to be organized fortnightly and 3 marks to be allotted.
7. One internal test to be conducted after the syllabus completion will carry 3 marks.

VIII: Rubric for Internal Assessment			
Subject: Business Communication			
MBA BE I Sem			
Goal : This course provides students with the knowledge and skills to communicate professionally on many levels including writing; speaking; conducting meetings; giving presentations and interpersonal skills.			
Objective: The objective of the course is to help the students to acquire the basics of interpersonal communication, corporate communication and soft skills, so as to improve their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having basics of interpersonal communication, corporate communication, soft skills, communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.	% Students having basics of interpersonal communication, corporate communication and soft skills.	% Students having basics of interpersonal communication skills and ability to understand others.	% Students having need of improvement at their communication skills and ability to understand others along with the personality development as per the requirement of the corporate world.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		TOTAL	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Out of 15		
					150	

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Management Information System**Session:** January - June**Class:** MBA (B.E.) - II Sem

I: Objective of course: The objective of this paper is to understand the application of various information tools to have a source of internal and external data for the organization.

II: Examination: The faculty member will award internal marks out of 15. The end semester examination will be worth 85 marks having theory and cases/practical problems. There will be 7/8 questions out of which a student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO1: To understand the applications of information tools in Business operations
- CO2: To study the development process of Management Information System
- CO3: To learn use of information system to achieve business competitive advantages
- CO4: To understand the role of Information System in Managerial Decision Making

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1			2			1	1
CO 2				2				
CO 3					2			1
CO 4	2	1		2	3	2		1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	System concept	Introduction of system, Definitions	B.N. 7
2			Characteristics of a system, Features of system	B.N. 7
3			Elements of system, Advantages of system	B.N. 7
4			Types of systems, Applications	B.N. 7
CO: 1				
LO1: To understand the concept of system in organization.				
5	2	Introduction to MIS	Introduction. Definition Information System, Applications	B.N. 2
6			Types of Information system, Characteristics of MIS	B.N. 2
7			System Approaches	B.N. 2
8			The principle of Synergy	B.N. 2
A-1. First assignment, submission within 3 days				
CO: 2				
LO2: To describe advantages of Management Information System (MIS).				
9	3	Structure of MIS	Management activity organizational function part 1	B.N. 2

10			Management activity organizational function part 2	B.N. 2
11			MIS conceptual structure	B.N. 2
12			MIS physical structure	B.N. 2
A-2. Group assignment, Submission within 5 days				
CO: 3				
LO3: To understand the conceptual and physical structure of MIS				
13			Introduction, SDLC feasibility study	B.N. 7
14			SDLC analysis, SDLC design	B.N. 7
15			SDLC implementation	B.N. 7
16			Maintenance approaches of MIS development	B.N. 7
A-3. Presentations				
CO: 2				
LO4: To aware about different phases of system development life cycle				
17			Structured analysis tools	B.N. 7
18			DFD – Data Flow Diagrams	B.N. 7
19			Decision Tree	B.N. 7
20			Decision table	B.N. 7

CO: 3				
LO5: To know about system analysis tools and techniques				
21	6	MIS as a project	a) Planning for the new MIS	B.N. 7
22			b) Conceptual system design	B.N. 7
23			c) Detailed design	B.N. 7
24			d) Implementing the new system	B.N. 7
CO: 2				
LO6: To make the students aware about different phases of MIS project				
25	7	Programmed & Non Programmed decision	Programmed & Non Programmed decision.	B.N. 2
26			Decision Support system	B.N. 2
A-4. Group presentations				
CO: 4				
LO7: To know about managerial decision and its types and how DSS is supporting in decision making				
27	8	Using information system to achieve competitive advantage	Porters competitive Forces model	B.N. 2
28			Information system strategies for dealing with competitive forces	B.N. 2
29			The business value chain model	B.N. 2
CO: 3				
LO8: To know about advantages of information system in business competition				

30	9	Securing information systems	Business value of security & control	B.N. 2
31			Establishing a Framework for security	B.N. 2
32			Tools & technologies for security	B.N. 2
A-5. Class test				
CO: 3,4				
LO9: To make the students aware about the importance of securing system and use of tools and technique for systems				

VI: Book Reference

1. Information System Management in practice sixth edition, Pearson education, New Delhi.
2. Management Information System, Loudon & Loudpn, Pearson edition, New Delhi.
3. Information System For Management - Murdick Ross, Printice Hall Publication.
4. Management Information System - D.PiGoyal, Mac Millan India Ltd
5. Information System Management in practice sixth edkion, Pearson education, New Delhi.
6. Management Information System, Louden aid Louden, Pearson edition, New Delhi.
7. Information System For Management- Murdick Ross , Printice Hall Publication.
8. Managing With Information— Jerome Kanter , Printice Hall Publication.
9. Management Information System — Banerjee Utpal , Vikas Publishing House Ltd
10. MIS - Malik Kamna , Excel Books
11. Management Information System — B.P.Goyal, Mac Millan India Ltd
12. Management Information System - Davidson , McGraw Hill Publication

VII Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Management Information System			
MBA BE II Sem			
Goal : Understand the leadership role of Management Information Systems in achieving business competitive advantage through informed decision-making.			
Objective: The objective of this paper is to understand the application of various information tools to have a source of internal and external data for the organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student can apply Management Information Systems knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% students have lesser knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Offers minimal knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.	% Have Low degree of knowledge and skills learned to facilitate the acquisition, development, deployment, and management of information systems.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Business Law
Class: M.B.A (BE) II Sem

Session: Jan.-June

I: Objective of the course:

The objective of this course is to acquire the students various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

II: Examination:

The semester examination will carry 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: To provide students with an understanding of certain economics and commercial legislations which have direct bearing on functioning of business and companies.
- CO2: Develop an understanding about protection of Intellectual property electronic commerce and payment mechanisms and foreign investment.
- CO3: To provide students with specialized knowledge of law and practices related to transportation and insurance of goods.
- CO4: To provide students with knowledge of practical and procedural aspects of Direct and Indirect taxation laws international taxation issues.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2		3	2	2
CO 2		2				2		3
CO 3				3				
CO 4		3	3	3				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Legal Framework	The Customs 1962.	Bare Act/ Study Material
2			Foreign Exchange Management Act	Bare Act/ Study Material
3			Foreign Exchange Management Act	
4			The Money Laundering Act,2002.(penalties, contraventions and general features).	Bare Act/ Study Material
5			Laws related to Insolvency	B.N.1/2/3
6			Information and technology Act 2000 (salient features and general aspects)	Bare Act/ Study Material
7			Competitions Act 2002	Bare Act/ Study Material
8			CompetitionsAct2002	
9			Consumer Protection Act - Definitions, Consumer Rights, Exploitation of Consumer and Utility of Consumerism. <u>Case:</u> Life Insurance Corporation of India vs. Shri ChaturBihariLal, Appeal no.29/89 (Raj.) <u>Case:</u> Oswal Fine Arts Vs. M/s. HMT, Madras – Petition No. 1/88 (Del).	B.N.1/2/3
10			Consumer Protection – Consumer Forums and Advisory Councils	B.N.1/2/3
11			Environmental Act.	Bare Act/ Study Material
Assignment No.1				
CO: 1				
LO1: Develop and understanding of certain general and economics laws affecting business and gain insight on the contractual Mercantile laws that influence business transaction .Develop an understanding of the companies Act ,1956				
12	2	Contractual Relations and company regulations	The Indian Contract Act. 1872	B.N.1/2/3
13			The Indian Contract Act. 1872	B.N.1/2/3
14			Companies Act, 1956 – Characteristics of a Company, Lifting of Corporate veil <u>Case:</u> Salomon v A Salomon & Co Ltd [1896] UKHL 1, [1897] AC 22 Types of Companies.	B.N.1/2/3
15			Memorandum and Article of Association and difference between the two Doctrine of ultra vires	B.N.1/2/3
16			Doctrine of Indoor Management Doctrine of Constructive Notice	B.N.1/2/3
17			Shares, Prospectus	B.N.1/2/3

18			Meetings of the Company	B.N.1/2/3
19			Winding-up of Companies	B.N.1/2/3
Assignment No.2				
CO: 1				
LO2: 1.Develop an understanding of The Companies Act, 1956 2. Describe Characteristics of Company & Corporate Veil 3. Knows the various classes of companies under the Companies Act. 4. Understand the meaning of Memorandum of Association and Articles of Association and compare between the two. 5. Knows the meaning of Oppression & its prevention 6. Describe Winding Up of Companies & Modes of Winding Up.				
20	3	Property Rights: Intellectual Property	The Copyright Act, 1957	Bare Act/ Study Material
21			The Patent Act	Bare Act/ Study Material
22			The Merchandise Marks Act	Bare Act/ Study Material
23			The Designs Act & Trade Marks Act.	Bare Act/ Study Material
CO: 2				
LO2: Students will gain in depth knowledge in intellectual property and legislation framework, practices and procedures of IP protected through patents, trademarks, copyrights, design and graphical indication.				
24	4	Insurance	Carriage of goods Act.	B.N.1/2/3
25			Multimodal Transport & Insurance	Study material
CO: 3				
LO3: Understand the laws related to transportation and insurance affecting national and international transportation of goods.				
26	5	Taxation	Sales Tax – Central	B.N.6/ Study Material
27			Income Tax	B.N.4/5
28			Income Tax	B.N.4/5
29			Avoidance of Double Taxation (General features, penalties and agreement)	B.N.4/5
CO: 4				
LO4: Develop an understanding of direct and indirect taxation laws and DTAA.				
30	6	Payments	Letters of Credit	Study Material
31			Electronic Transfer	Study Material
CO: 1				
LO1: This unit introduces the students to documentary credit transactions and electronic payment systems in India.				

VI: Reference Book:

1. M.C. Kuchhal&VivekKuchhal, Business Legislation for Management, 4thedition,Vikas Publishing House, 2013.
2. K.R.Bulchandani, Business Law for Management, 2008, Himalaya Publishing House.
3. C.L.Bansal, Business and Corporate Laws, 1st edition, Excel Books, 2006.

4. Dr, Vinod Singhania/Monica Singhania, Students' Guide to Income Tax, Taxmann's
5. V.K. Singania, "Direct Tax Law", New Delhi, Taxman Publications.
6. Dr. H. C. Mehrotra and Dr. S. P. Goyal, "Indirect Taxes", Sahitya Bhawan Publication.
7. BARE Acts with short notes (Latest Edition) for all relevant topics.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Business Legislation.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubric for Internal Assessment			
Subject: Business Legislation			
MBA BE II Sem			
Goal : Students examine the legal environment in which businesses operate and how common law, provincial and federal government statutes influence decision making. Topics include the legal system and the law relating to t contracts, forms of business organization, agency, sale of goods.			
Objective: The objective of this course is to acquire the students various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding of various laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the law and Its uses in the best interest of the organization without violating them rather than cases.	% Students having an understanding of various laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the law	% Students having an understanding of basic about laws.	% Students Need More efforts for Concept of Laws.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

Lesson Plan**Subject: Operation Research****Session: Jan - June****Class: MBA(BE) II sem**

I: Objective of the Course: The objective of this course is to help the students acquire quantitative tools, and use these tools for the analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.

II: Examination: The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation) .

The semester examination will be worth 85 Marks (External evaluation). It will have two sections A & B, Section A worth 25 will consist of 5 theory questions out of which student will be required to attempt all five questions. Section B worth 60 marks will have 5 numericals problem out of which student will required to attempt any four questions.

III: Course Outcomes (CO):

- CO1: Understand the basic concepts of different advanced models of operations research and their applications into business. (Unit-1)
- CO2: Apply the models to incorporate rational decision making process in real life situations. (Units- 2, 3, 4, 5, 6, 7, 8)
- CO3: Formulate organizational problems into OR models for seeking optimal solutions. (Units- 2, 3, 4, 5, 6, 7, 8)
- CO4: Understand & use analytical and numerical techniques to make predictions and decisions. (Units- 2, 3, 4, 5, 6, 7, 8)

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	1	-	2	3	-	-	-
CO 2	-	-	-	2	3	-	-	-
CO 3	1	1	-	2	3	1	-	1
CO 4	1	-	-	3	2	2	-	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Quantitative Techniques And Operation Research	Meaning, Scope of Quantitative Techniques	B.N:2, B.N:9
2			Operations Research In Management, Advantages And Limitations of Quantitative Techniques.	
CO: 1				
LO1: To familiarize students with the basic concepts, models and statements of the operations research theory.				
3	2	Linear Programming	Meaning of Linear Programming, Advantage And Limitationsof LPP, General Mathematical Formulation	B.N:2, B.N:9
4			Graphical Analysis of LPP	
5			Simplex Method, Minimization case	
6			Big-M Method	
7			Simplex Method, Maximization case	
8			Two-Phase Method of simplex	
9			Duality And Post Optimality	
First Group Assignment: Importance of LPP in various Management field				
CO: 2,3,4				
LO2: Solve linear programming problems using appropriate techniques and optimization solvers, interpret the results obtained and translate solutions into directives for action.				
10	3	Assignment Problem	Assignment Model As A Particular case of Transportation Problem	B.N:5, B.N:9
11			Formulation of Assignment Problems, Solution of Assignment Problems Using Hungarian Method (Minimization)	
12			Hungarian Method (Maximization), Solution of Assignment Problems Using Hungarian Method (Route Allocation)	

13			Travelling Salesman (Stage Coach),	
14	3	Transportation Model	Introduction of Model,Basic Feasible Solution through NWCR,LCM, RM,CM & VAM	B.N:6, B.N7
15			Vogel’s Approximation Method, Optimization (maximization)	
16			Modified Distribution Method	
17			Modified Distribution Method	
18			Stepping Stone Method	
A-2: Second Assignment (Worksheet)				
CO: 2,3,4				
LO3: Become familiar with the types of problems that can be solved by applying a transportation model and also with the assignment model as a special case of transportation model.				
19	8	Game Theory	Introduction To Games, Maximin And Minimax Principles, Pure And Mixed Strategies	B.N:4 , B.N:8
20			Solutions of Games Using – Algebraic and	
21			Graphical Methods	
22			Game Theory and Linear Programming	
CO: 2,3,4				
LO8: Able to draw Network for projects and can identify the PERT and CPM for network.				
23	7	Replacement Models	In trodution, Scope In Management, Individual Replacement	B.N:3, B.N:11
24			Individual Replacement with time value of Money	
25			Group Replacement	
A-3: Third Assignment (Worksheet)				
CO: 2,3,4				
LO7: Represent strategic situation as a game and obtain adequate solution to the situation with the help of game theory.				
26	9	Network Analysis	Introduction to CPM	B.N:5, B.N:9
27			Technique and Its Applications	
28			Concept of Floats & its Application	B.N:6, B.N9
29			Understanding PERT Problem	
A-4: Fourth Assignment (Worksheet)				
CO: 2,3,4				
LO9: Understanding of CPM, PERT and their applications				

30	5	Dynamic Programming	Nature of Dynamic Programming Problem, Dynamic Programming Solutions	B.N:2, B.N:10
31			Integer Linear Programming: Meaning, Application, Integer Programming Algorithm (Branch & Bound Algorithm, Cutting Plan Algorithm)	
CO: 2,3,4				
LO5: Able to solve multi-level decision problems using dynamic programming method using deterministic and stochastic dynamic programming approaches.				
32	4	Inventory Management	Meaning & Type, Inventory Decisions, EOQ Model	B.N:3, B.N:12
Second Group Assignment: How OR helps in business decisions?				
CO: 2,3,4				
LO4: Become familiar with the concept of Inventory Management and able to take decisions regarding inventory management.				

VI: Book References:

- 1 S.D. Sharma, Operations Research, Meenit, Kedar Nath Ram Nath and Co 8 Edn., 2002
- 2 Hamdy A.Taha, Operations Research: An Introduction, Pearson 2008
- 3 H.M. Wagner, Principles of Operations Research with Application to Managerial Decisions,
- 4 Chawla, Operation Research, Kalyani Publication Ludhiyana, 2009
- 5 Sharma Anand, Operation Research, 2008, Himalaya Publishing House
- 6 Kalawati, Operations Research, Vikas Publication Pvt.ltd. 2008
- 7 Winston, Operation Research Application and Algorithm, Cengage Learning 2008
- 8 P.K. Gupta and D.S. Hira, Operations Research, New Delhi, Sultan Chand Publications, 2000.
- 9 V. K. Kapoor, Problems and Solutions in Operations Research, New Delhi, Sutan Chand and Sons, 2001
- 10 RD. Vohra. Quantitative Techniques, New Delhi, Tata McGraw Hill Publications, 15 Ed., 2003.
- 11 Bobby Srinivasan and C.L. Sandblom, Quantitative Analysis for Business Decisions, Singapore, McGraw Hill Publications, 2001
- 12 C.R. Kothari, An Introduction to Operational Research , New Delhi, Vikas Publications, 3rd Ed., 2009

VII: Note:

- 1 There will be Four home assignments, each carry 0.5 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII: Rubric for Internal Assessment			
Subject: Operation Research			
MBA BE II Sem			
Goal : To make students able to use operation research as a helpful tool for solving complex problems under uncertainty, and understand methods that quantify issues and give business managers a better basis for making decisions.			
Objective: The objective of this course is to help the students acquire quantitative tools, and use this tools for the analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of quantitative tools. Students are able to analyse these tools and also able to relate application of these tools with real life situations.	___% Shows high understanding of subject and relate tools and techniques with real life managerial problems at some extant.	___% students have basic understanding of concepts and getting stuk between the problems, they find it difficult to relate it with real life managerial problems.	___% of students found difficulty to understand the concept. Students fails to corelate concepts with real life managerial problems, need more practice for improvement.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

**INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, IPS ACADEMY,
INDORE**
Lesson Plan

Subject: Financial Markets & Environment**Session: Jan-June****Class: MBA (BE) – II Sem****I: Course Objective:**

The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.

II: Examination:

The faculty member will award internal marks out of 20 (As per academic plan). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.

III: Course Outcomes (CO):

- CO1: Describe the role and structure of the Financial system and financial markets.
 Explain the key concepts such as primary market, secondary market, money market,
 CO2: capital market, bond market.
 CO3: Describe the regulatory framework of NBFC and services provided by NBFC's.
 CO4: Explain the concept of technology and foreign exchange.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			2				
CO 2	3	2		3				
CO 3	2					2		
CO 4	1	2					2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Financial System	Introduction, Prerequisites of a Financial System, Functions of the Financial System,	B.N. 1, 2
2			Evolution and Players in the Financial System Bank based and Market based financial system.	B.N. 3, 2
3			Types of Financial Products,	B.N. 1, 3
4			Design and Development of Financial Products.	B.N. 1,3
5			Role of Financial Markets in the development of Economy, Market Efficiency.	B.N. 2, 3
CO: 1				
LO1: Describe the concept of Indian Financial System and Financial Market				
6	2	Money Markets	Need & Significance of the Money Markets, Players in the Money Market,	B.N. 1, 3
7			Call Money Market, Treasury Bill Market, Commercial Paper Market	B.N. 2, 3
8			Certificate of Deposit Market, Repo Market, Gilt-Edged Securities	B.N. 2,3
9			Price Determination Mechanism, Role of Primary Dealers, Regulatory Framework.	B.N. 1,3
CO: 2				
LO2: Understand the need and significance of Money market, capital market				
10	3	Capital Markets	Need & Significance of Capital Markets, Players in Capital Markets,	B.N. 2, 3

11			Major Trends in Capital Market, Globalization of the Markets	B.N. 1, 2
12			Regulation of the Capital Markets	B.N. 1, 2
13			Role of SEBI in regulating capital market.	B.N. 1, 3
CO: 2				
LO3: Describe the functions of Primary Market				
14	4	Primary Market	Evolution of the Primary Market	B.N. 1, 2
15			Functioning of the Primary Market	B.N. 1, 2
16			Players in the Market, Price Determination Process.	B.N. 2, 3
CO: 2				
LO4: Describe the concept of trading system, clearing mechanism of secondary market.				
17	5	Secondary Markets	Trading System, Clearing Mechanism,	B.N. 2, 3
18			Settlement System, Construction of Indices.	B.N. 1, 3
19			Linkages and Relationship between Various Markets	B.N. 1, 3
CO: 2				
LO5: Define the concept of Bond Market. Define fixed rate and floating rate Bonds.				
20	6	Bond Market	Evolution of the Bond Market	B.N. 1, 2
21			Fixed Rate and Floating Rate Bonds – Types of Bond	B.N. 2, 3
22			Innovative Bond Issuance Structures	B.N. 2, 3
CO: 1,2				
LO6: Describe Non banking finance companies (NBC's)				
23	7	Non Banking Finance Companies (NBFCs)	Evolution & Services Provided by NBFCs	B.N. 1, 3
24			Regulatory Framework of NBFC	B.N. 2
25			Registration and Classification.	B.N. 3

CO: 3				
LO7: Describe technology and impact of technology on the market. Discuss Foreign				
26	8	Technology and the Markets	Impact of Technology on the Market,	B.N. 1, 2
27			On-Line Clearing & Settlement, Technology to Integrate Global Markets	B.N. 2,3
28			Technology and the Payment System	B.N. 3,5
29			E-Commerce and the Financial Markets.	B.N. 1,2
CO: 2				
LO8:				
30	9	Foreign Exchange Markets	Introduction	B.N. 2
31			Institutions into Forex Trading	B.N. 2,3
32			Players.	B.N. 3
Assignment				
CO: 4				
LO9: Awareness of Forex Trading and its players				

VI: Book Reference:

1. Bharti V. Pathak, Indian Financial System, Pearson Education.
2. M.Y.Khan, Indian Financial System, The Tata McGraw Hill Publishing Company Limited, New Delhi.
3. L.M. Bhole, Financial Institutions and Markets – Structure, Growth and Innovation. Tata McGraw Hill Publishing company Ltd. [SEP]

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Financial Markets and Environment			
MBA BE II Sem			
Goal : To enhance the student knowledge of the role and structure of the Financial system and financial markets and make them understand the key concepts such as primary market, secondary market, money market, capital market, bond market .			
Objective: The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding with an analytical framework and will be able to understand the operations of financial markets and institutions. The students were able to identify the environmental implications and use appropriate analytical techniques to identify and solve business problems.	%....students were accomplished and able to an analytical framework and will be able to understand some of the operations of financial markets and institutions. Most of the students were able to identify the environmental implications and use appropriate analytical techniques to identify and solve business problems.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....students need More efforts to understand the concept of Financial Markets and Environment. They were not able to identify the environmental implications correctly and is not able to use appropriate analytical techniques to solve business problems.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, IBMR, INDORE (M.P.)

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: Financial Management and Corporate Finance

Session: Jan-June

Class: MBA (BE) - II Sem

I: Objective of course: The objective of this paper is to understand the different sources of finance, available for any corporate

II: Examination: The faculty member will award internal marks out of 15marks .The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: To understand the financial management, significance of financial management and functions financial manager.
- CO2: To analyze the financial statements by using various financial tools and application of fund fl statement and cash flow statement.
- CO3: Describe cost of capital, capital budgeting and analysis of the same by applying various techniques.
- CO4: Analyze the investment decisions by using various financial tools and understanding of worki capital concept and dividend decisions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2						
CO 2		2			1	2		
CO 3					2		3	
CO 4	3				2		3	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1	1	Introduction	Meaning and Evolution, Significance Nature	B.N.1
2			Objectives of financial Management. Functions of a financial manager.	B.N.1
CO: 1				
LO1: Conceptual understanding of financial Management				
3	2	Fund flow statement	Meaning & uses	B.N.2
4			Preparation of Fund flow statement	B.N.2
CO: 2				
LO2: Preparation of Fund flow statement				
5	3	Cash Flow statement (AS^3)	Meaning & uses	B.N.3
6			Preparation of Cash flow statement	B.N.3
7			Differences between Cash Flow & Fund Flow	B.N.3
8	Presentations No. 1			
		Assignment- No.1 (Based on Numerical /Case Studies)		
CO: 2				

LO3: Describe the concept of Cash flow statement to show the changes in balance sheet and income affect cash and cash equivalent and separate operating investing and financing activities				
8	4	Cost of capital	Concept of Cost of Capital	B.N.3
9			Computations of cost of debt	B.N.3
10			Computations of cost of equity & preference capital	B.N.3
11			Weighted Average Cost of Capital	B.N.3
CO: 3				
LO4: Describe the concept of cost of capital				
12	5	Capital Budgeting	Meaning & Significance of Capital	B.N.4
13			Concept of DCF and Non DCF methods of Investment Appraisal	B.N.4
14			Computations of Payback period & ARR	B.N.4
15			Computations of NPV & IRR	B.N.4
16			Accept & reject decisions interpretations	B.N.4
17	Presentations No. 2			
Assignment- No.2 (Based on Numerical /Case Studies)				
CO: 3				
LO5: Define the capital Budgeting methods, apply these methods to evaluate and compare different types of projects				
18	6	Working capital management	Meaning and concept	B.N.3
19			Operating cycle.	B.N.3

20			Factors affecting working capital management.	B.N.3
21			Sources of working capital	B.N.3
22			Determination of working capital by Balance sheet Method.	B.N.3
23			Determination of working capital by Operating Cycle Method	B.N.3
24			Determination of working capital Cash Cost basis Method	B.N.3
CO:				
LO6: Describe the concept and methods of working capital management and apply the tools to measure the amount of working capital				
25			Concepts of Dividend in a Company	B.N.3
26			Determinants of Dividend	B.N.3
27			Forms of Dividend	B.N.2
28	7	Dividend decision	Retention vs. Distribution of Dividend	
29			Relevance theories of Dividend	B.N.2
29			Irrelevance theories of Dividend	B.N.2
30			Calculations of Market price per share.	B.N.2
Assignment- No. 3 (Based on Numerical /Case Studies)				
31	Presentations No. 2			
32	Group presentation			

CO: 4**LO7:** Describe the forms and practices of dividend in a company.**VI: Book references:**

1. I.M. Pandey, Financial Management, Vikas Publication House, 8th Ed., 2009
2. M.Y. Khan and PK Jain, Financial Management, Delhi, TMH, 4th Edition, 2007
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. S. P gupta, financial management, Sahitya Bhawan publication,
5. Kulkarni, financial management, 2008, Himalaya publishing house
6. Chandra Bose Fundamentals of Financial Management, PHI, 2009
7. sharan.v. Financial management, Pearson education; second edition, new delhi.
8. Prasanna Chandra, financial management, New delhi, tmh, 2004

VII: Notes:

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 4 Group size will be 4-5 students, & each group will be given separate topic of presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Financial Management and Corporate Finance			
MBA BE II Sem			
Goal : To acquire the skills necessary to manage a financial firm, to describe and apply financial concepts, theories, and tools, and to evaluate the role of technology and the legal, ethical and economic environment as it relates to financial institutions.			
Objective: The objective of this paper is to understand the different sources of finance, available for any corporate. To acquaint the students with the fundamentals and practices of corporate governance in India. This course also critically analyses stakeholder participation in decision-making and the moral obligations of corporate managers.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

___% Students shows exceptionally high understanding of business finance concept. Students show skills of financial analysis and making financial decisions according to analysis. Students also show high familiarity with the financial tools and relationship of these tools with managerial decision making.	___% students show strong understanding of concepts but making mistakes. Some time found difficult to relate with practical aspect of subject.	___% students show good understanding of concepts, found difficult to solve completely and stuck between the problems. Required more conceptual clarity for relating practical and theory.	___% students show basic understanding of concepts, and found very much difficult to show relationship between financial tools and managerial decision making.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY
INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE

Lesson Plan

Subject: International Economics

Session: Jan.-July

Class: M.B.A II Sem (BE)

I: Objective of the course:

The objectives of this course are to help the student to gain an understanding of theories & concepts of International Economics, trade relations, international organization, policies and procedures.

II: Examination:

The faculty member will award internal marks out of 15 (5 for Tests and 10 for class participation). The semester examination carrying 85 marks & students have to attempt any 5 questions from given choice of 7 questions.

III: Course Outcomes (CO):

- To have conceptual understanding of key concepts of international trade & international finance.
- CO1: international finance.
- To analyze the link between trade, international finance & economic growth of various countries.
- CO2: various countries.
- CO3: To have understanding and determinants of exchange rates & balance of payments.
- To understand the distributional consequence of trade & issues surrounding globalization.
- CO4: globalization.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3				2	
CO 2	2		3	2		2	3	3
CO 3				2		3		2
CO 4			2	3		2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	International Economics: Basis and Theories	Distinct features of international trade.	B.N. 4
2			The classical theories of international trade	B.N. 4
3			Concept of reciprocal demand in the theory of comparative costs.	B.N.4
4			Modern theory of international trade: relevance & applications.	B.N.4
Assignment: Group Assignment on Write up of concepts of theories.				
CO: 1				
LO1: Familiarity with main economic theories & models of international trade.				
5	2	Term of Trade & commercial policies	Term of Trade, Factors affecting term of trade	B.N.1,2
6			Free trade v/s protection	B.N.1,2
7			Commercial Policies: tariff	B.N. 4
8			Commercial Policies: dumping & countervailing measures	B.N.4
CO: 2				
LO2: To provide an insight in terms of trade.				
9	3	Balance of Payment	Composition & significance	B.N.4
10			Disequilibria in BOP	B.N.4
11			Cause & Measures for correcting	B.N.4
12			Marshall- Lerner approach of devaluation	B.N.4
13			Foreign Trade Multiplier	B.N. 4
14			Case: The Postwar Balance of Payment of the U.S., Dominick Salvatore, 7 th Edition, pp.443	
CO: 1,3				
LO3 To provide an insight in balance of payments & economic transactions around the world.				
15	4	Foreign Exchange Determination	The purchasing power theory Case: A Simple Test of Relative Purchasing Power Parity, Raj Kumar, Excel Books, pp. 528	B.N. 3,4
16			The balance of payment theory	B.N. 3,4

17			Fixed & Flexible exchange rates	B.N. 3,4
18			Exchange control: Meaning	B.N. 3,4
19			Objective & methods of exchange control	B.N. 3,4
20			Appreciation & Depreciation of currency	B.N. 3,4
21			Spot & forward exchange rate	B.N. 3,4
22			Volatility of exchange rates in relation to dollar & euro	B.N. 3,4
23			Currency Convertibility	B.N. 3,4
Assignment: Submit the assignment on 5 yrs changes in Exchange rate of Asian Countries				
CO: 4				
LO4: To provide familiarity with the role of conventions in exchange rate quotations and trading foreign exchange markets.				
24			W.T.O. Case : India, Services & WTO, Raj Kumar, Excel Books, pp.507	B.N. 2,3,4
25			Globalization	B.N. 2,3,4
26			International Capital Movement	B.N. 2,3,4
27			Private Foreign Investment	B.N. 2,3,4
28			IMF- objective & functions	B.N. 2,3,4
29			IMF & India	B.N. 2,3,4
30			Trade Blocks: EU, NAFTA	B.N. 2,3,4
31			ASEAN	B.N. 2,3,4
Assignment: Submit the write up on recent developments in trading blocks.				
CO: 3,4				
LO5: To understand the relationship between changes of exchange rates & dynamics of fundamental economic factors (BOP, Interest rates etc)				
32	6	Direction & Trends	Directions & Trends in India's balance of payment since reform period.	B.N. 4
CO: 3,4				
LO6: To gain understanding of major financial institutions of the world – WB, IMF, WTO etc.				

VI: Reference Book:

1. International Economics- B.O Sodersten, The Macmillan Press Ltd. London, III Edition, 1994.

2. International Economics- M.L. Jhingan, Vrinda Publishing House Ltd.
3. International Economics- H.G. Mannur, Vikas Publishing House Ltd.
4. International Economics- D.M. Mithani, Himalaya Publishing House.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of International Marketing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubric for Internal Assessment			
Subject: International Economics			
MBA BE II Sem			
Goal : Students will be able to gain a solid understanding of the theoretical and conceptual principles of International Economics and to analyze the link between trade, international finance & economic growth of various countries.			
Objective: To gain an understanding of concepts of International Marketing, types of international markets, demand and supply position in international markets, import-export documentation, policies and procedures of foreign trade.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and have conceptual understanding of key concepts of international trade & international finance. Students have good understanding of relationship between changes of exchange rates & dynamics of fundamental economic factors as well as determinants of exchange rates & balance of payments.	%.... students were accomplished and able to articulate some of the concepts of international trade & international finance. Students have average understanding of relationship between changes of exchange rates & dynamics of fundamental economic factors	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to demonstrate strategies and tactics that can lead to successful international economics given those environmental constraints.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH

IPS ACADEMY, INDORE

Lesson Plan

Subject: Macro Economic Analysis & Policy
Dec2017

Session: July -

Class: M.B.A. (BE) II Sem

I: Objectives of course: - The objective of this course is to develop understanding about the function of economy of any country.

II: Examination: The faculty member will award internal marks out of 15 (4 for Tests and 11 for class participation). The semester examination carrying 85 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 25 marks will contain one or more cases/Numerical.

III: Course Outcomes (CO):

- CO1: Relate the basic Economic theory and Principles to current Macro Economic issues
To get an overview of different theories of money and assess the role and efficacy of the
CO2: fiscal and monetary policy in IS-LM.
CO3: Demonstrate an understanding the basic functioning of national and global economy.
Develop the understanding of the theories that related to existence of money, explaining
CO4: why it is demanded by individuals and used in trading process.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		2	2				2
CO 2		2		2				
CO 3							2	2
CO 4				2		2	3	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	Unit 1	Introduction	Meaning, scope and application of Macro Economics.	B.N.1 & B.N. 3
2			Meaning, scope and application of Macro Economics	B.N.1 & B.N. 3 B.N.1 & B.N. 3
3			Concept of stock and flow variables.	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO:1				
LO1: To explain concepts of Macro Economics with circular flow of income				
4	Unit 2	National Income	National Income-Meaning, Measurement	B.N.1 & B.N. 6
5			National Income-Meaning, Measurement	B.N.1 & B.N. 3
6			Relationship with Economic Welfare.	B.N.1 & B.N. 3
CO:1,2				
LO2: Analyse various economic indicators related to national income				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
7	Unit 3		Theory of Money Supply,	B.N.1 & B.N. 6
8	Unit 3		components of Money Supply	B.N.1 & B.N. 3
9			components of Money Supply & money multiplier	B.N.1 & B.N. 3
10			Interest rate And Liquidity Preference Theory.	B.N.1 & B.N. 7
A-2 Second Assignment Submission within 3 Days				
CO:3,4				
LO3: To understand the money supply and its real effects on economy.				
11	Unit 4	T-heory of money	Quantity theory of money-Views of Fisher, Cambridge School and Friedman.	B.N.1 & B.N. 6
12			Quantity theory of money-Views of Fisher, Cambridge School and Friedman.	B.N.1 & B.N. 6
CO:1,4				
LO4: To develop understanding of classical and quantity theory of money				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
13	Unit 5		Classical Economics vs. Keynesian Economics.	B.N.1& B.N. 2
14			Neo-classical & Rationale Expectation Theory.,	B.N.1& B.N. 5
A-3 Third Assignment (case study)Submission within 3 Days				
CO:4				
LO5: To understand Keynesian and neoclassic perceptive of economics				
15	Unit 6	Income Determination	Model of Income Determination- simple model with consumption function,	B.N.12& B.N. 3
16			Model of Income Determination- simple model with consumption function,	B.N.12& B.N. 3
17			Investment function,	B.N.12 & B.N. 3
18			Concept of multiplier and accelerator, Govt. Sector, Foreign Sector and multiplier.	B.N.12 & B.N. 3
19			Policy Implication IS-LM analysis	B.N.1& B.N. 6
20			Integration of Product and Money market Effects of shifting IS and LM curves.	B.N 6
A-4 Fourth Assignment Submission within 3 Days				
CO:1,4				
LO6: Demonstrate the determinants of long term economic growth, including role of saving and investment on the growth of economy				
21	Unit 7	Business cycles	Business cycles -	B.N 2 & B.N. 7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Meaning and Phases.	
22			Theory of Hicks, Henson and Keynes. Inflation^, Recession, Stagflation.	B.N 6
23			Measures to control Inflation	B.N 6
24			Measures to control Inflation	B.N 6& B.N 7
A-4 Fourth Assignment Submission within 3 Days				
CO:1,3				
LO7: Understand the causes, consequences of business cycles and inflation				
25	Unit 8	Policy	Monetary Policy	B.N 1 & B.N. 5
26			Monetary Policy	B.N 2& B.N 7
27			Fiscal Policy	B.N 4& B.N 7
28			Fiscal Policy instruments and Relationship	B.N 1
CO:2				
LO8: To understand the implication of interference of monetary and fiscal policy in economy				
29	Unit 9	Application of the Input-output Model	Input-output Model, Presentation of Input-output System and Assumptions,	B.N 6
30			Solution of Input-output Model,	B.N 5
31			Application of the Model in Macro Economic Equilibrium	B.N 5 & B.N 7
32			Application of the Model in Macro Economic Equilibrium	B.N 5 & B.N 7
A-5 Fifth Assignment Submission within 3 Days				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 4				
LO9: Develop skills to assess the environmental impacts associated with production and consumption activities.				

VI: Reference Book

1. Macro Economic Theory, E. Shapiro, Galgotia Publications, Vth Edition, 2007.
2. G. Acseley: Macro Economic Theory
3. E. Dinlio: Macro Economic Theory
4. M.B.Slovin & M.E.Sushka: Macro Economic Theory
5. C.R. Rangarajan and H.Dholakia: Principles of Macro Economics
6. Macro Economic Theory and Practice, H.L. Ahuja, Sultan Chand and Sons.1 0* Edition 2004.
7. Principle of Economics, D.N. Dwivedi, 2nd edition.

VII: Note

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Macro economics.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubric for Internal Assessment			
Subject: Macro Economic Analysis and Policy			
MBA BE II Sem			
Goal : Students will be able to gain a solid understanding of the theoretical and conceptual principles and develop the understanding of the theories that related to existence of money, explaining why it is demanded by individuals and used in trading process.			
Objective: The objective of this course is to develop understanding about the function of economy of any country.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks

.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to relate the basic Economic theory and Principles to current Macro Economic issues. Students are aware about the determinants of long term economic growth, including role of saving and investment on the growth of economy.	%.... students were accomplished and able to articulate some perspectives of Macro Economic Analysis & Policy. Some of the students were able to demonstrate determinants of long term economic growth, including role of saving and investment on the growth of economy.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to demonstrate the basic understanding and functioning of national and global economy.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Marketing research****Session: Jan-June****Class: M.B.A. (B.E) II Sem**

I: Objectives of course: The objective of the paper is to know the significance of market research before launching any new business proposal.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks will have two sections A and B.

III: Course Outcomes (CO):

- CO1: Discuss the scope and managerial importance of market research and its role in the development of international marketing strategies
- CO2: Provide a detailed overview of the stages in the international market research process
- CO3: Plan and undertake qualitative or quantitative Market Research and demonstrate the ability to appropriately analyze data to resolve marketing issues.
- CO4: Be able to integrate modern concepts of marketing with fundamentals of research to achieve higher customer value.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1						2	2
CO 2						2		
CO 3							2	
CO 4						1	2	

V: Session Plan:

Lecture No	Unit No.	Topic	Sub-topic	Reference
1	1	Introduction to Research Methods	Meaning and role of business research	B.N. 1, 2 & 4
2			Objectives of business research	B.N. 1, 2 & 4

Lecture No	Unit No.	Topic	Sub-topic	Reference
3			Type of research	B.N. 1, 2 & 4
4			Research Process	B.N. 1, 2 & 4
5			Problems encountered by researcher	B.N. 1, 2 & 4
A-1 First Assignment Submission within 3 Days				
CO: 1				
LO1: Understanding to fundamentals of research methods				
6	2	Framework for International marketing research	Framework for International marketing research	B.N. 1, 2 & 3
7			Information required by international marketers	B.N. 1, 2 & 3
8			Gathering secondary information	B.N. 1, 2 & 3
9			Secondary Information abroad	B.N. 1, 2 & 3
10			Primary data collection	B.N. 1, 2 & 3
11			Organisation for International marketing Research	B.N. 1, 2 & 3
A-2 Second Assignment Submission within 3 Days				
CO: 2				
LO2: Indentify the framework for international marketing research and data handling & analysis				
12	3	Research Design	Selecting research problem	B.N. 1, 2 & 4
13			Defining research Problem	B.N. 1, 2 & 4
14			Need for research design	B.N. 1, 2 & 4

Lecture No	Unit No.	Topic	Sub-topic	Reference
15			Features of a good research design	B.N. 1, 2 & 4
16			Types of research design	B.N. 1, 2 & 4
17			Types of research design	B.N. 1, 2 & 4
18			Hypothesis testing	B.N. 1, 2 & 4
19			Hypothesis testing	B.N. 1, 2 & 4
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO3: Understanding research design concept				
21	4	Data Collection and analysis	Analysis and interpretation of primary and secondary data	B.N. 1, 2 & 3
22			Multiple regression	B.N. 1,2 & 4
23			Factor Analysis	B.N. 1,2 & 4
24			Cluster Analysis,	B.N. 1,2 & 4
25			Perceptual Mapping	B.N. 1,2 & 4
26			Multidimensional Scaling	B.N. 1,2 & 4
27			Discriminate and Canonical analysis,	B.N. 1,2 & 4

Lecture No	Unit No.	Topic	Sub-topic	Reference
28			Conjoint Analysis	B.N. 1,2 & 4
A-4 Fourth Assignment Submission within 3 Days				
CO: 4				
LO4: Acknowledging Data collection & analysis with various methods				
29	5	Interpretations and Report Writing	Meaning ,techniques and precautions in Interpretation	B.N. 1, 2 & 3
30			Significance, steps, layout and precautions in report writing.	B.N. 1, 2 & 3
CO: 2,3				
LO5: Understanding the report writing & Interpretations				
31	6	Application of Research	Relationship Marketing, CRM	B.N. 1, 2 & 3
32			SCM	B.N. 1, 2 & 3
A-5 Fifth Assignment Submission within 3 Days				
CO: 1,4				
LO6: Finding the applications of research marketing, relationship marketing, CRM and SCM				

VI: Reference Book

1. Marketing Research – Donald & till Del I. Hawkins
2. Marketing Research – David J. Huck Ronald S. Tubin
3. Marketing Research – Harper W. Boyd Relph Westfall Stanley F. Stasch
4. Marketing Research – SL Gupta

VII: Note

1. There will be five class tests /assignment/presentation of 10-15 minutes each without declaration of the date.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Marks of best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment.
4. Class performance and discipline will be an important factor for assessing internal marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Marketing Research			
MBA BE II Sem			
Goal : To have a general understanding of research and its use in areas of management research.			
Objective: To grasp and comprehend the methods and techniques used in research and provide with the knowledge and skill to undertake research. The objective of the paper is to know the significance of market research before launching any new business proposal.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% students show high orientation towards research. the scope and managerial importance of market research and its role in the development of international marketing strategies Shows complete understanding of research concepts and able to plan business research using scientific methods for managerial decisions.	___% students show good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.	___% students show little understanding of research concept and need more clarity of concept for correlating and planning researches for managerial decisions.	___% students show very basic understanding of subject and find it difficult to plan or design research for managerial problems. need improvement for conceptual knowledge Need to correlate research concepts with managerial problems

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Service Marketing
Class: MBA (BE) – II Semester

Session: Jan-Jun

I: Course Objective:

The objective of this paper is to understand the various processes of services and the related strategies for establishment of services as a successful product.

II: Examination:

The faculty member will award internal marks out of 15. The semester examination carrying 85 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 25 marks will contain one or more Cases.

III: Course Outcomes (CO):

- CO1: Understand the challenges in service marketing and apply the basic concepts to understand the service sector.
- CO2: Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix.
- CO3: Understand how to integrate various SM Mix elements to develop effective service delivery plan in order to achieve sustainable customer value.
- CO4: Explain service blueprinting, the integration of new technologies, and Design service quality measurements to build customer loyalty.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1						2	2
CO 2						2		
CO 3							2	
CO 4						1	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Understanding Services	Service Sector & Economic Growth	B.N.1/B.N.2
2			Service Concept, Characteristics, Challenges in Service Marketing	B.N.1/B.N.2
3			Classification of Services	B.N.1/B.N.2
CO:1				
LO1: Understanding the concept of service sector				
4	2	Product	Service Offer, Features/Benefits	B.N.1/B.N.2
5			Types of New Services,	B.N.1/B.N.2
6			Service Development Stages	B.N.1/B.N.2
CO:2				
LO2: Understand the fundamental concepts of product & new service development stages				
7	3	Pricing	Service Pricing. Reaction of Consumer and competition to price change	B.N.1/B.N.2
8			Pricing methods,	B.N.1/B.N.2
9			Price Adjustment, Quality/Price	B.N.1/B.N.2
CO:3				
LO3: Understand different pricing methods & its application in business world				
10	4	Place (Distribution)	Place: Distribution of Services,	B.N.1/B.N.2
11			Major intermediaries for Service, Delivery	B.N.1/B.N.2
Assignment Submission				
CO:3				
LO4: Identify the distribution of services & major intermediaries				
12	5	Promotion	Identification of Target Market ,	B.N.1/B.N.2
13			Determination & Setting Objectives & Selection of Communication Mix	B.N.1/B.N.2
CO:3				
LO5: Identifying the target market & selecting communication mix for service promotions				
14	6	People	Employees, Motivation	B.N.1/B.N.2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
15			Training & Development	B.N.1/B.N.2
16			Empowerment	B.N.1/B.N.2
17			Case Discussion	B.N.1/B.N.2
CO:4				
LO6: Understanding the employees and how to train, develop, motivate & empower them				
18	7	Physical Evidence	What is Physical Evidence & its relevance	B.N.1/B.N.2
19			Use of physical evidence in service delivery	B.N.1/B.N.2
CO:4				
LO7: Identify the concept of physical evidence, its relevance & use				
20	8	Process	Introduction, Blue print	B.N.1/B.N.2
21			Building a service Blue Print	B.N.1/B.N.2
22			Advantages of Blue Print	B.N.1/B.N.2
Group Assignment Submission				
CO:4				
LO8: Understand concept of blue printing in service process				
23	9	Differentiation	Differentiation Strategy	B.N.1/B.N.2
24			Positioning	B.N.1/B.N.2
CO:3,4				
LO9: Understanding the differentiation strategy & positioning				
25	10	Service from customers viewpoint	Customer contact with service organisation	B.N.1/B.N.2
26			Complaint handling and service recovery	B.N.1/B.N.2
27			Balancing demand and capacity	B.N.1/B.N.2
CO:3,4				
LO10: Acknowledgement to customer's view point, complaints & service recovery. Understanding concept of balancing demand and capacity				
28	11	Marketing in financial sector	Major differences in marketing approaches between financial and non-financial sectors	B.N.1/B.N.2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
29			Key perquisites for success in financial products and service marketing.	B.N.1/B.N.2
30			Individualised marketing	B.N.1/B.N.2
31			Class Presentation	
32			Class Presentation	
CO:4				
LO11: Find the working of marketing and its approach in financial & non financial sectors				

VI: Book References:

1. Zeithmal, Bitner, Service Marketing (SIE), Tata McGraw Hill, New Delhi
2. Harsh V. Verma, Services Marketing, Pearson Education, New Delhi
3. Services Marketing: People, Technology, Strategy by Christopher Lovelock, Jochen Wirtz Prentice-Hall Series Publication.

VII: Note:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Service Marketing			
MBA BE II Sem			
Goal : Students will be able to define service marketing and understand what marketing means to business executives and academics and understand the ways that marketers use service marketing tools and techniques to interact with their customers.			
Objective: The objective of this paper is to understand the various processes of services and the related strategies for establishment of services as a successful product.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

%.... students were outstanding and able to understand the conceptual and organizational aspects of the service sector, including strategic planning and management in the service industry. Understands the key elements in planning, managing, and executing the service marketing concepts.	%.... students were accomplished and able to articulate some perspectives of the service sector, including strategic planning and management in the retail industry. Understand the few key elements in planning, managing, and executing the service marketing concepts.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... student fall in this criterion. They all were not able to articulate some perspectives of the service sector, including strategic planning and management in the retail industry.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH, INDORE

Lesson Plan

Subject: Econometrics

Session: Jul-Dec

Class: MBA(BE)-III

I: Course Objectives: The objective of this paper is to understand the different economics and mathematical tool that are applied to business problems to find their solutions.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 25 marks.

III: Course Outcomes (CO):

- Demonstrate an understanding of various and generalization of the basic regression model.
- CO1: model.
- CO2: A broad knowledge of regression analysis relevant for analysis economic data To broaden the knowledge and understanding of methods needed for quantitative analysis of micro and macro data relevant to development issues
- CO3: analysis of micro and macro data relevant to development issues
- CO4: Demonstrate an understanding of estimation frameworks in econometric mode

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1		3				1
CO 2	3		2		3			2
CO 3		3		2		2		
CO 4	2		1				3	

V: Session Plan:

V. Session Plan:				
Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Differentiation of a function:	Application of diff. in Economics and Managerial problems like Revenue, Cost	B.N-5
2			Demand and Supply Functions	B.N-5
3			Elasticities , Maxima and Minima	B.N-5
CO:1				

LO1: Learn the mathematical tools required for econometric analysis which includes differential calculus and its applications in theories of economics				
4	2	Integration of a function:	Application of Integration in Economic Problems	B.N-5
5			Consumer’s and Producer’s Surplus	B.N-5
CO:2				
LO2: Learn to apply integration in econometric analysis to fruitfully calculate producers and consumers surplus in economics				
6	3	Meaning and Methodology of Econometrics	Meaning and Methodology of Econometrics	B.N.-1,B.N.-3
7			Nature and Scope of Econometrics	B.N.-1,B.N.-3
8			The Nature of Regression Analysis	B.N.-1,B.N.-3
9			Basics of Two-Variable Regression Analysis	B.N.-1,B.N.-3
10			Estimation and Hypothesis Testing &Case Study	B.N.-1,B.N.-3
CO:3				
LO3: Know the basic principles of econometric modelling and analysis				
11	4	Extensions of the Two-variable Linear Regression Model	Extensions of the Two-variable Linear Regression Model	B.N.-1,B.N.-3
12			Multiple Regression Model	B.N.-1,B.N.-3
13			Multiple Regression Model Estimation	B.N.-1,B.N.-3
14			Multiple Regression Model Inference	B.N.-1,B.N.-3
15			Case Study	B.N.-1,B.N.-3
16	Assignment			
CO:3				
LO4: Be able to understand both the fundamental techniques and application involving linear regression estimation				
17	5	Multi Co linearity	Nature and Consequences of Multi Co linearity	B.N.-1,B.N.-3
18			Detection of Multi Co linearity	B.N.-1,B.N.-3
19			Remedial Measures of Multi Co linearity	B.N.-1,B.N.-3

20	5	Multi Co linearity	Heteroscedasticity	B.N.-1,B.N.-3
21			Autocorrelation & Case Study	B.N.-1,B.N.-3
CO:3				
LO5: To understand the theoretical properties of different econometric estimation and testing procedure under various modelling assumptions				
22	6	Regression on Dummy Variable	Regression on Dummy Variable	B.N.-1,B.N.-3
23			Autoregressive	B.N.-1,B.N.-3
24			Autoregressive model	B.N.-1,B.N.-3
25			Distributed Lag Models	B.N.-1,B.N.-3
26			Case Study	B.N.-1,B.N.-3
CO:4				
LO6: To understand estimation issues and their implications including dummy variables , auto regression and distributed lag models				
27	7	Systems of Equations	Identification and Estimation Methods (ILS)	B.N.-1
28			Identification and Estimation Methods (2SLS)	B.N.-1
29			Business Applications of Single Equation Econometrics Model	B.N.-1
30			Systems of Equations	B.N.-1
31			Case Study	B.N.-1
32	Presentation			
CO:4				
LO7: Learn model construction and estimation with application in consumer and producer theory				

VI: BOOK REFERENCE:

- 1 Gujrati – Basic Econometrics, The McGraw–Hill Companies
- 2 Koutsoyiannis A. – Theory of Econometrics E L B S/Macmillan
- 3 K. Dhanasekaran - Econometrics, Vrinda Publication
- 4 Maddala, G.S., Econometrics Mc Graw Hill
- 5 Mathematics and Statistics by Ajay Goel & Alka Goel, Taxmann

VII: Note:

- 1 There will be group major assignment. Group size will be of 4-5 students
- 2 There will be Group presentations.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 3 marks.
- 4 If any student does not submit assignments at time, credit will be given half mark after

submission of assignment.

5 Attendance will be multiplying factor as per given in academic plan.

VII: Rubric for Internal Assessment			
Subject: Econometrics			
MBA BE III Sem			
Goal : Students will be able to learn how integration of economics, mathematical economics and statistics provide numerical values to the parameters of economic relationships.			
Objective: The objective of this paper is to understand the different economics and mathematical tool that are applied to business problems to find their solutions.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Econometrics. They were able to describe, analyse and evaluate the economic problems with the help of econometrics models.	%.... students were accomplished and able to articulate Some perspectives of Econometrics. Some of the students were able to describe, analyse and evaluate the econometrics models.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Econometrics. They were not able to describe, analyse and evaluate the able to describe, analyse and evaluate the econometrics models.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY,INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH,INDORI**Lesson Plan****Subject:** Human Resource Management**Session:** Jul-Dec**Class:** MBA(BE)-III

I: Course Objectives: The objective of the course is to understand the human management to get the satisfied and competitive work force to build strength of the organisation.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: To make the students about various concepts, process and practices of HRM in the present corporate world
- CO2: To enable the students to work as a catalyst who can enhance work relations for strengthening the organization.
- CO3: To understand the need and usage of T &D for individual and organizational development.
- CO4: To understand the causes for grievances and resolving them in the best possible manner

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			2			1		
CO 2	1			1	2			
CO 3				2	2		1	2
CO 4								

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	The field of HRM	Need and significance of HRM	B.N. 1/B.N.4
2			HRM function	B.N. 1/B.N.4
3			Environmental influence of HRM	B.N. 1/B.N.4
4			H.R Audit	B.N. 1/B.N.5
5			ASTD HRM model	B.N. 2/B.N.5

6			Case Study : CIC Logistic Ltd.	
CO:1				
LO1: The unit will help the students to understand the basic concepts of HRM, HRM functions and HR audit.				
7	2	HR Policies	Formulation of sound policies	B.N. 1/B.N.2
8			Essentials of sound personnel policies	B.N. 1/B.N.2
9			Case Study : Fanta Cola Ltd.	
	Assignment (Worksheet)			
CO:1				
LO2: It helps to understand the formulation and essentials of HRM policies				
10	3	Acquisition of Human Resources	Job Analysis	B.N. 1/B.N. 2
11			Job Description	B.N. 1/B.N. 2
12			Job Specification	B.N. 1/B.N. 2
13			Manpower planning objectives, importance	B.N. 1/B.N. 2
14			Manpower planning process	B.N. 2/B.N. 3
15			Recruitment policy, sources, Techniques	B.N. 2/B.N. 3
16			Selection methods , Induction	B.N. 1/B.N. 4
17			Placement	B.N. 1/B.N. 4
18	Presentation			
CO:1,2				
LO3: It helps the students to understand the HR acquisition process.				
19	4	Development of Human Resources	Training & Development	B.N. 4/B.N.2
20			Training Methods	B.N. 1/B.N.2
21			Introduction to Performance Appraisal	B.N. 4/B.N.2
22			Performance Appraisal methods	B.N. 4
23			Career and Succession Planning	B.N. 4
24			Case Study : Engler Enterprises	
CO:3				
LO4: It helps to understand the T&D Process and methods. It also helps to understand P. Appraisal methods.				
25	5	Maintenance of Human Resources	Job Evaluation	B.N. 1/ B.N.3
26			Designing wage and salary structure	B.N. 1/ B.N.3
27			Administering the wage and salary structure	B.N. 1/ B.N.3
28			Employee Incentives	B.N. 1/ B.N.3

CO:3				
LO5: It helps the students to understand the importance of job evaluation, incentive and reward system.				
29	6	Grievance Handling	Grievance Handling procedure and solution	B.N. 1/ B.N.2
CO:4				
LO6: To understand the reasons of employee grievance and procedure of handling them.				
30	7	Separation Processes	Turnover , Retirement	B.N. 1/ B.N.2
31			Layoff and VRS	B.N. 1/ B.N.2
CO:4				
LO7: To understand the ways of separation from the organisation.				
32	8	Research and the Future	Current Trends andFuture Challenge for HRM	B.N. 1/ B.N.2
CO:1				
LO8: To open their minds for future challenges and research in HRM.				

VI: Book Reference:

- 1 Human Resource Management- S.P Robbins, Printice Hall Publication
- 2 Essentials of Human Resource Management and Industrial Relations- P. Subba Rao, Himalaya Publishing House
- 3 Human Resource & Personnel Management-K.Aswathappa, Tata.McGraw-Hill Publication Ltd
- 4 Human Resource Management- Dessler, Printice Hall Publication

VII:Note:

- 1 There will be 2 group major assignment. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
Class performance and discipline will be an important factor for assessing internal marks.
- 3
- 4 The results of each tests and assignments will be declared within one week.
If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment
Subject: Human Resource Management
MBA BE III Sem
Goal: To provide a strong grounding in broad-based fundamental human resource

management knowledge and skills to prepare students for meaningful and productive careers as human resource managers and professionals.			
Objective: The objective of the course is to understand the human management to get the satisfied and competitive work force to build strenght of the organisation.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working.	___% students shows good understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working at some extant	___% students show little understanding of the dimensions of the management of human resources but students find it difficult to connect the various theories of human resources with organisational working.	___% students shows very basic understanding of subject and incapable to connect various aspects with organisational working.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Strategic Management**Session:** Jul-Dec**Class:** MBA(BE) - III Sem

I: Objective of course: The objective of this paper is to understand the framing of various strategies with related advantages in the different competitive situations.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: Knowledge of various functional areas and other aspects of management
 CO2: Understanding for the concept and tools that support strategic management in organizations
 CO3: Ability to apply the concepts to analyze strategic issues in organization and to develop strategies for i
 Specific knowledge of frameworks and concepts related to strategy formation, strategic chan
 CO4: innovation.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				3				
CO 2	1			2				
CO 3		3				2		
CO 4	2	3	2	2				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Strategic Management	Meaning, Need and Process of Strategic Management	B.N: 1 , B.N: 5
2			Approaches to Strategy making, Analytical & Intuitive levels of Strategy	
3			Corporate, SBU & functional strategies	

4			<i>Case: McDonlad's Corporation.</i>	
A-1: First Assignment				
CO:1				
LO1: Students gets acquainted with the concept of strategic management and able to utilize different strategies at corporate levels				
5	2	Mission and Objectives	Definition	B.N: 1
6			Formulation of Objectives	
7			change Hierarchy of objectives	
First Group Presentation: Case Analysis (MRF Limited)				
CO:2				
LO2: Develop understanding of the process of formulation of mission, objectives of business organization.				
8	3	SWOT Analysis	Analysis of external Environment	B.N: 3, B.N: 4
9			Analysis of internal Environment	
10			Environmental Threat and Opportunity Profile (ETOP)	
11			Strategic Advantage Profile (SAP)	
CO:3				
LO3: It develops the skill of utilizing different tools to analyse the organization situation through SWOT, ETOP and SAP analysis				
12	4	Strategy Alternatives	Strategy Alternatives, Grand Strategies and their sub strategies	B.N: 2, B.N: 9
13			Stability , Expansion, Retrenchment and Combination	
14			Internal and External Alternatives; Related and Unrelated Alternatives,	
15			Horizontal and Vertical Alternatives; Active and Passive Alternatives	
16			International Strategy Variations	
A-2 : Second Assignment				
CO:2				
LO4: Insights developed in relation to the concept , importance and various types of strategies, sub				

strategies useful for organization				
17	5	Strategy Choice	Narrowing the Choices, Managerial Choice Factors	B.N: 3 ,B.N: 6
18			Choice Processes – Gap Analysis	
19			ETOP-SAP Matching,	
20			BCG Product – Portfolio Matrix, G.E. Nine Cell Planning Grid	
21			Contingency Strategies	
22			Prescriptions for choice of Business Strategy; Choosing International Strategies <i>Case : Apple</i>	
CO:2				
LO5: It acquaints the student with the strategic analysis techniques				
23	6	Strategy Implementation	Implementation Process; Resource Allocation	B.N: 1, B.N: 6
24			Organizational Implementation	
25			Plan and Policy Implementation	
26			Leadership Implementation	
27			Implementing Strategy in International Setting	
CO:2				
LO6: Create understanding of how to implement strategy in international setting				
28	7	Strategy Evaluation & Control	Control and Evaluation Process	B.N: 1 , B.N:8
29			Motivation to Evaluate; Criteria for Evaluation	
30			Measuring and Feedback; Evaluation and Corrective Action.	
31			<i>Case: Family Dollar Stores.</i>	
CO:3,4				
LO7: Students get acquainted with the process and importance of strategy evaluation and control.				
32	8	Case Analysis	To gain actual feeling of strategic management process from mission development to strategy evaluation	
Second Group Presentation: Case Analysis (Nestle)				
CO:4				
LO8: To understand the implication of interference of monetary and fiscal policy in economy				

VI: Book References:

- 1 Kazmi, Ajhar Strategic Management and Business Policy, 3e, 2009Tata McGraw Hill
- 2 Alpana Trehan Strategic Management 1st edn 2010 Dreamtech , Wiley
- 3 Parthasarthy, Fundamentals of Strategic Management, 2008, Wiley India
- 4 Lawrance, Jaush & Gupta, Business Policy and Strategic Management
- 5 V.S.P Rao and V. Hari Krishna, Strategic Management
- 6 Fred R. David, Strategic Management Concepts and Cases
- 7 R. Srinivasan , Strategic Management
- 8 Charles W.L.Hill and Gareth R. Jones, Strategic Management An Integrated Approach
- 9 Rajiv Gupta , Strategic Management concepts and cases

VII: Notes

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Strategic Management			
MBA BE III Sem			
Goal: Students will develop the strategic thinking and decision making abilities, especially in relation to understanding the employability of various strategies in different situations.			
Objective: The objective of this paper is to understand the framing of various strategies with related advantages in the different competitive situations.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Strategic Management. They were able to describe the practical and integrative model of strategic management process that defines basic activities in strategic management	%.... students were accomplished and able to articulate Some perspectives of Strategic Management.	%.... students fall in these criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Strategic Management. They were not able to describe the practical and integrative model of strategic management process that defines basic activities in strategic management

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: 834(B)- Business Taxation****Session: Jul-Dec****Class: MBA - III Sem****I: Objective of course:** The objective of this paper is to have knowledge about tax procedure.**II: Examination:** The faculty member will award internal marks out of 15 marks .The semester examination carrying 85 marks.**III: Course Outcomes (CO):**

- CO1: To acquaint the students with basic principles underlying the provisions of direct and indirect tax laws and to develop a broad understanding of the tax laws and accepted tax practices.
- CO2: To give an understanding of the relevant provisions relating to Income Tax, CST Act, Service Tax and VAT.
- CO3: To introduce practical aspects of tax planning as an important managerial decision-making process
- CO4: Expose the students to the real life situations involving taxation to equip them with techniques for taking tax-sensitive decisions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		1				
CO 2					3			
CO 3					3			
CO 4								3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	1.1	Income tax Act- Important Provisions & Basics of Income Tax:	History of Taxation in India, Income Tax	B.N.1
2			Assessment Years, Previous Years, Person	B.N.1
3			Agricultural Income, Exempted Income U/s 10	B.N.2
4			Income, GTI,Capital and Revenue Receipts	B.N.2
5			Residential Status and Incidence of Tax	B.N.3
6			Numericals on Residential Status & Tax Incidence	B.N.3
7	Presentation			
8	1.2	Income From Salary	Basis of Charge Meaning & Taxability of Allowances	B.N.3
9			Perquisites & Permissible deductions	B.N.3
10			Treatment of PF & Gratuity	B.N.3
11			Numericals on Computations of Income From salary	B.N.3
Assignment No. 1				
12	1.3	Income From House Property & Income From Business and Profession	Basis of Charge & Computations of Annual value	B.N.3
13			Deductions U/s 24 Concepts & Computation	B.N.3
14			Numerical on Computations of Income from HP	B.N.3
15			Basis of Charge, Scheme of Provisions,	B.N.3
16			Expenses Allowed Under Restriction	B.N.3
17			Depreciation	B.N.3
18			Deductions Expressly Allowed,	B.N.3
19			Double Taxation	B.N.1
20			Numerical on Computations of Profits from Business & Profession	B.N.3
Assignment No. 2				
21	1.4	Overview of Capital Gains & Other Sources	Basis of Charge & Computations of Capital Gains	B.N.3
22			Basis of Charge for Income Other Sources	B.N.3
23			Computations of Income from Other Sources	B.N.3
24	1.5	Deduction	Deduction Allowed From Total Income Rebates and Relief	B.N.3
25	1.6	TDS	TDS, Advance Payment of Tax, Filling of Returns	B.N.7
CO: 1				
LO1: Highlights the various basic concepts and provisions of Income Tax act.				
26	2	Central sales tax	Important Provisions, & Definitions Interstate sale	B.N.7
27			Liability to pay CST registrations	B.N.7
28			Forms of Declaration, Offences and Penalties.	B.N.7

CO: 2				
LO2: To understand various legal provisions of CST				
29	3	Service tax	Concept, Services covered rates of service tax	B.N.7
30			Filing of service tax returns	B.N.7
CO: 3				
LO3: Conceptual knowledge of filing of Service Tax Returns				
31	4	VAT	Basics of VAT	B.N.7
32			Main Provisions of VAT	B.N.7
Assignment No. 3				
CO: 4				
LO4: Basics of VAT.				

VI: Book References:

1. Dr. Vinod Singhania/Monica Singhania, Students' Guide to Income Tax, Taxmann's
2. V.K. Singania, "Direct Tax Law", New Delhi, Taxman Publications. 2016
3. Saklecha & Saklecha, "Income Tax", Indore, Satish Publications 2016
4. Jain & Jain Tax Planning and Management/ Income Tax, 2010, Pathmakers Bangalore
5. Hariharan, N, Income Tax : Law & Practices, 2e TMH 2016
6. Lal-Income Tax, Pearson, 2016
7. Systematic Approach to I.T. Act & Central Sales Tax - Girish Ahuja- Bharat Law House.

VII: Notes:

- 1 There will be two assignments, each carry 1.5 marks.
- 2 Two group presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Business Taxation			
MBA BE III Sem			
Goal: The learners will be able to define to understand the concept of tax planning and its implications to reduce tax burden by availing the benefits admissible under the law.			
Objective: The objective of this paper is to have knowledge about tax procedure.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student are aware with major latest provisions of Indian tax laws and related judicial pronouncements pertaining to corporate enterprises having implications for various aspects of corporate planning with a view to drive maximum possible tax benefits admissible under the law.	% Appropriately addresses most of the provisions of Indian tax laws and related judicial pronouncements.	% Most of the provisions of Indian tax laws and related judicial pronouncements are not understood by the student.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject:** Financial Products & Services**Session:** July- December**Class-**MBA (BE)-III

I: Objective of course: The objective of this paper is to provide knowledge about the different financial products and services that are available for business organization.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks

III: Course Outcomes (CO):

- CO1: Describe the role and structure of the financial products and services
 CO2: Explain key concepts such as financial claim, financial intermediation and financial market
 CO3: Explain the concept of securitization, mergers and acquisition
 CO4: Explain the concepts and functions of different types of financial services

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1		2				
CO 2				3				2
CO 3						3		
CO 4					3			

V: Session Plan:

Lecture No	Unit	Topic	Sub Topic	Reference
1	1	Introduction	Overview of syllabus, Meaning & Natures of Financial services	B.N.1, B.N. 2
2			Scope of Financial services, different types of financial services	B.N.1, B.N. 2
3			Fee based and fund based services	B.N.1, B.N. 2

CO: 1				
LO1: Describe the concept of Fund and Fee based Financial services				
4	2	Factoring Services	Concept and meaning of Factoring, evolution of factoring.	B.N. 2
5			Types of factoring, functions of a factor	B.N. 2
6			Factoring Vs Bill discounting, Advantages of factoring	B.N. 2
7			Numerical Problems on factoring	B.N. 2
8			Numerical Problems on factoring	B.N. 2
9			Forfeiting overview and Numerical Problem	B.N. 2
CO: 4				
LO2: Describe the basics of Factoring and Forfeiting				
10	3	Leasing & Hire purchase	Meaning and concept of leasing, lease agreement	B.N. 2
11			Types, advantages and disadvantages of leasing	B.N. 2
12			Lease Vs Bur/Borrow decision, Numerical problems	B.N. 2
13			Numerical problems on leasing	B.N. 2
14			Numerical problems on leasing, Legal aspect of leasing	B.N. 2
15			Lease Vs Hire Purchase	B.N. 2
Assignment I – Types of Factoring and Types of leasing with example				
CO: 4				
LO3: Explain Financial inclusion and concept of Micro and Macro Finance.				
16	4	Venture Capital Financing	Meaning and concept of VCF	B.N.1, B.N. 2
17			Features and Need of VCF	B.N.1, B.N. 2
18			Stages of Financing and exit route	B.N.1, B.N.2

19			Role of VCF in the development of industry/economy	B.N.1, B.N.2
CO: 2				
LO4: Conceptual framework of seed capital for start-ups.				
20	5	Securitization	Meaning and features of securitization	B.N.1
21			Operational mechanism and advantages of securitization	B.N.1
22			Provisions of the securitization Act 2002	B.N.1
CO: 3				
LO5: Highlights of Securitization Act 2002				
23	6	Capital Structure	Meaning and Concept of capital structure	B.N.2
24			Factor affecting capital structure and capital structure decision	B.N.2
25			Numerical problems on capital structure	B.N.2
26			Numerical problems on capital structure	B.N.2
27			Numerical problems on capital structure	B.N.2
Assignment II- Meaning and Concept of capital structure & Provisions of the securitization Act 2002				
CO: 2				
LO6: Factor affecting capital structure decision				
28	7	Merger and Acquisition	Meaning and concept of Merger, Types of Merger	B.N.1
29			Merger Vs Acquisitions	B.N.1
30			Valuation and pricing of merger/ Acquisitions decision	B.N.1
31			Numerical problems	B.N.1
32			Numerical problems	B.N.1
CO: 3				
LO7: Concept of Merger & acquisitions, valuation and Pricing				

VI: Book References:

1. Khan M.Y. Financial services, Tata McGraw Hill Education Private Limited New Delhi.
2. Gupta Shashi K. & Agrwal Nisha Financial services, Kalyani Publisher New Delhi.

VII: Note:

1. There will be 2 assignments; better of two will be included in internal marks.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 2 marks.

VIII: Rubric for Internal Assessment			
Subject: Financial Products & Services			
MBA BE III Sem			
Goal : The purpose of including Indian Financial system as a subject is to give a clear understanding and knowledge of Financial system in the present scenario.			
Objective: The objective of this paper is to provide knowledge about the different financial products and services that are available for business organization.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the students are able to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.	% understand major of the key concepts such as financial claim, financial intermediation and financial market	% understand few of the key concepts such as financial claim, financial intermediation and financial market	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH, IPS ACADEMY**Lesson plan****Subject: 835(B)** Insurance and Bank Management**Session :** Jan-June**Class :** MBA(BE) III Sem

I:Objectives of Course-The objectives of this course is to explain to the student operations of upcoming insurance and banking sector, statutory requirements and understanding of financial environment and risk prevailing in the insurance and banking industry.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85marks.

III: Course Outcomes (CO):

- CO1: To create awareness about the applicability of the concepts, techniques and processes of marketing in rural context
- CO2: Explore the various facets of industrial & rural marketing and develop an insight regarding different concepts and basic practices in these areas.
- CO3: Understand rural marketing environment and the emerging challenges in it.
- CO4: To acquaint the students with the appropriate concepts and techniques in the area of rural marketing

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					1			
CO 2					2			
CO 3								3
CO 4								1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Risk and Insurance	Risk and Insurance: Defining Risk, Nature and Types of risk,	B.N. 9

2			Risk Management Process, Risk and its relation with Insurance	
3			Concept and significance of Insurance, Classification of Insurance – Life and Non life,	B.N. 9
4			General Principles of Insurance.	B.N.10
5			Insurance Application and Acceptance Procedure, Insurance Terminology	B.N.10
CO: 1				
LO1: Understanding the concept of Rural marketing and economic dynamics of rural marketing				
6			Principles, Products- Term Insurance Endowment, Insurance	B.N.13
7			Pensions, Annuities, Claim Management	B.N.13
8			Underwriting, Reinsurance and claim management	B.N.13
CO: 4				
LO2: Understanding the concept of demand & marketing research in rural India. Studying consumer behaviour & attitude, buying behaviour, & importance of relationship, ethical & value based marketing				
9			Principles, Products Fire, Marine	B.N.13
10			Motor Vehicles, Public Liability, Third Party Insurance,	B.N.13
11			Miscellaneous- Medi-claim and Health Policies,	B.N.13
12			Group Insurance, Burglary Insurance.	B.N.13
			Class Test based on University Examination Pattern	
CO: 4				
LO3: Introduction to marketing strategies and programs				
13			Banking Structure in India- RBI, Commercial and Rural banks.	B.N.4

14		Industry:	Co-operative banks their role and significance,	B.N.4
15			Presentation	B.N.4
16			Capital Adequacy norms for banks	B.N.4
17			SLR, CRR, CAR.	B.N.4
18			Case Study	B.N.4
CO: 1				
LO4: Understanding the selection & managing of marketing channels				
19	5	Banking Risks:	Credit, Liquidity,	B.N.12
20			Market, Operational	B.N.12
21			Intrest rate , Solvency	B.N.12
22			ALM by Banks and classification of Assets	B.N.12
23			Case Study	B.N.12
CO: 2				
LO5: Concept developments of sales force management				
24	6	Industrial Financing	Evaluating commercial loan ,Request.	B.N.14
25			Modes of creating charge and types of securities.	B.N.14
26			Purchase and Discounting of bill,Letter of credit and guarantees.	B.N.14
27			Class Test based on University Examination Pattern	
CO: 1,3				
LO6: Finding and understanding industrial marketing & its related organizations				
28	7	Retail Banking	Overview of new areas in banking	B.N.14
29			Internet Banking, Mobilebanking.Consumer loans (Housing/Personal/Vehicle loan)	B.N.14
30			presentation	
CO: 3				
LO7: Understanding organizational buyers & buying behaviour with the help of concepts like demand, buyer motivation, characteristics & purchasing patterns				

31	8	Negotiable Instrument Act	Introduction of Negotiable Instrument Act	B.N.14
32			Important provision of Negotiable Instrument Act	B.N.14
CO: 1				
LO8: Applying strategies in channel management, sales force management and personal selling. Also, an introduction to concept of price management mechanism, sales promotion & public relations in industrial market				

VI: Book References:

1. O.S.Gupta, Life Insurance, Special Reference to LIC.
2. Insurance : Theory and Practice: NaliniPravaTripathy
3. Fundamentals of Insurance: Dr. P. K. Gupta
4. Timotny Koch and S. Macdonald, Bank Management, Dryden
5. Press
6. Vasant Joshi and Vinay Joshi, Managing Indian Banks, New Delhi
7. RM.Shriastava, Management of Indian Financial Institutions, New Delhi, Himalaya Publications.
8. Banking & Finance Sector Reforms In India, Banerjee Amalesh, Deep & Deep Publication, 2001
9. ICSI.Banking and Insurance Law &Practices,Taxmann's Publication
10. Rejda,Principles of Risk Management and Insurance, 9/e, Pearson,2010
11. Black-Life and Health Insurance, 13/e, Pearson,2010
12. Timothy Koch & MacDonald, "Bank Management", New York, Dryden Press,
13. Neelam C Gulati Principles of Insurance Management, Excel Books,2010
14. Justin Paul-Management of Banking and Financial Services, 2/e, Pearson,2010

VII: Note

1. There will be 2 group assignments/presentations; group size will be 4-5 students.
2. There will be 1 major class test
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student
4. Class performance and discipline will be an important factor for assessing internal marks.

VIII: Rubric for Internal Assessment			
Subject: Industrial & Rural Marketing			
MBA BE III Sem			
Goal : The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value particularly for industrial and rural sectors.			
Objective: The objective of this paper is to provide knowledge about the marketing strategies followed by rural and industrial markets.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the behavioural aspects of marketing management. They explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behaviour particularly in rural market.	%.... students were accomplished and able to articulate some perspectives of Consumer Behaviour and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behaviour.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... student fall in this criterion. They all were not able to articulate some perspectives of Consumer Behaviour and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behaviour.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Security Analysis & Portfolio Management**Session:** July – Dec**Class:** MBA (BE) - III Sem**I: Objective of course:** The objectives of this course is to provide knowledge about the portfolio management services of a company and its security**II: Examination:** Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 15 marks based on continuous evaluation .The Semester Examination will be worth 85 marks.**III: Course Outcomes (CO):**

CO1: Describe the basic characteristics of investments & its types.

CO2: Understand the risk and return concept & valuation of securities.

CO3: Analyze securities by using various tools & techniques.

CO4: Apply Theories and practices of portfolio management and create optimal portfolios using various portfolio optimization techniques.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2		2	2	1				
CO 3					3			3
CO 4					3			3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Security Analysis & Portfolio Management				
1	1	Introduction	Concept of Investment, Characteristics and Objectives of Investment, Financial and Economic Aspects of Investment	B.N. 2

2	1		Investment Types, Investment verses Speculation	B.N. 2
CO: 1				
LO1: Describe investment, its characteristics, objectives and difference investment avenues.				
3	2	Risk Return	Concept of Risk and Return, Systematic Risk, Concept of Beta	B.N. 4
4	2		Unsystematic Risk, Multifactor Model of Risk and Return, CAPM	B.N. 4
5	2		Efficient Capital Market, SML and CML Valuations	B.N. 4
CO: 2				
LO2: Describe risk and returns and calculate risk & return using various models.				
6	3	Valuation of Securities	Introduction to Security Valuations	B.N. 1
7	3			B.N. 1
8	3			B.N. 1
9	3			B.N. 1
10	3		Macroeconomic & Market Analysis: The Global Assets Allocation Decision	B.N. 1
11	3			
CO: 2				
LO3: Explain the security valuation & asset allocation.				
12	4	Valuation of Bonds	Bond Fundamentals	B.N. 2
13	4		Bond Valuation Model: PV Model	B.N. 2
14	4		Bonds Yield, Measure Duration and Modified Duration	B.N. 2
15	4		Convexity, Immunization	B.N. 2

16	4		Bond Value Theorem	B.N. 5
A-1. Assignment, Submission within 3 days				
CO: 2				
LO4: Calculate the bonds price with the use of different models, duration & understand bonds value theorem.				
17	Presentations			
18	5	Security Analysis	Fundamental Analysis	B.N. 2
19	5			
20	5		Technical Analysis	B.N. 2
21	5		Dow Theory, Elliot Wave Theory	B.N. 2
22	5		Efficient Market Theories and Testing	B.N. 2
CO: 3				
LO5: Define fundamental and technical analysis and understand various security market theories.				
23	6	Portfolio Concepts	Portfolio and Security Return	B.N. 2
24	6		Diversification, Markowitz Model	B.N. 2
25	6		Sharpe Index Model	B.N. 2
CO: 1				
LO6: Describe the basic of portfolio management & calculate risk.				
26	7	Factor Models and APT	Factor Model	B.N. 2
27	7		Arbitrage Pricing Theory	B.N. 2
CO: 2				

LO7: Determine the return of the portfolio with the help of different valuation models.				
28	8	Investment Process	Portfolio Investment Process	B.N. 2
29	Presentations			
CO: 1,4				
LO8: Understand the portfolio investment process.				
30	9	Portfolio Evaluation	Measures of Returns, Formula Plans	B.N. 2
31	9		Sharpe and Treynor Measure	B.N. 2
32	9			
A-2., Submission within 5 days				
Class test				
CO: 4				
LO9: Calculate the performance of portfolio by applying various measures and define various strategies for management for bond and equity portfolio.				

VI: Book Reference

1. Reilly, Investment Analysis and portfolio management 2009 Cengage Learning
2. Bhalla. V.K Investment Management.2008 Sultan Chand New Delhi:
3. Bodie & Mohanty, Investments: An Indian Perspective,8,Tata Mcgraw Hill
4. Sudhindra Bhat Security Analysis and Portfolio Management Excel books
5. V.A. Avadhani, Securities Analysis & Portfolio Management Himalaya Publi House

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII: Rubric for Internal Assessment			
Subject: Security Analysis & Portfolio Management			
MBA BE III Sem			
Goal : Students will be able to understand the investments field as it is currently understood and practiced for sound investment decisions making.			
Objective: The objectives of this course is to provide knowledge about the portfolio management services of a company and its security financial environment and risk prevailing in the insurance and banking industry			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and were able to describe and analyze the investment environment, different types of investment vehicles; and completely understand the logic of investment process and the contents of its' each stage. Demonstrate the command over the use the quantitative methods for investment decision making to calculate risk and expected return of various investment tools and the investment portfolio.	%.... students were accomplished and able to articulate Some perspectives of Investment analysis and Portfolio Management. Some of the students were able to understand the logic of investment process and the contents of its' each stage. Some Demonstrates the command over the use the quantitative methods for investment decision making to calculate risk and expected return of various investment tools and the investment portfolio.	%.... students fall in these criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Investment Analysis and Portfolio Management. They were not able to Demonstrate the command over the use the quantitative methods for investment decision making – to calculate risk and expected return of various investment tools and the investment portfolio.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Advertising and Brand Management**Session:** July - Dec**Class:** M.B.A. (Business Economics) III Sem

I: Objectives of course: The objective of this paper is to provide knowledge about the significance and effectiveness of advertisement and brand management.

II: Examination: The faculty member will award internal marks out of 15. The end semester examination will be worth 85 marks.

III: Course Outcomes (CO):

- CO1: Identify and respond to clients' advertising and marketing communications objectives by applying principles of communications
- CO2: Relate theoretical aspects of advertising on practical situation
- CO3: Help students understand & develop unique promotional and branding strategies
- CO4: Help students understand & design advertising campaign and branding plans

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3					2	
CO 2		2			3		1	
CO 3	1	2					2	
CO 4			2			2		

V: Session Plan:

Lecture. No	Unit No.	Topic	Sub-topic	Reference
1	Unit1	Advertising	Meaning, Nature and Importance	B.N.1, 6, 7, 8
2			Types of Advertising	B.N.1, 6, 7, 8
3			Case Study	B.N.1, 6, 7
CO: 1				
LO1: Understanding all the types of advertising				

Lecture. No	Unit No.	Topic	Sub-topic	Reference
4	Unit 2	Implications of Advertising	Economic Implications	B.N. 6, 7, 8
5			Social Implications	B.N. 6, 8
A-1First Assignment Submission within 3 Days				
CO: 2				
LO2: Understanding the concept of Economics and social implication of advertising				
6	Unit 3	Advertising and Marketing Process	Advertising & Marketing Process	B.N. 6
7			Stimulating the Primary Demand	B.N. 6
8			Stimulating Secondary Demand, Selective Demand	B.N. 6
9			Case Study	
CO: 3				
LO3: Understanding Advertising & marketing process. Also developing knowledge for stimulating demands.				
10	Unit 4	Planning and Managing	Campaign Planning, Positioning	B.N. 8
11			Product Perceptual Mapping	B.N. 8
12			Brand Perceptual Mapping	B.N. 8
13			Case Study	
CO: 4				
LO4: Applying knowledge of campaign planning positioning, product perceptual mapping and brand perceptual mapping				
14	Unit 5	Media Selection	Characteristics of Media, Media Selection and Scheduling	B.N. 6, 7
15			Case Study	
A-2Second Assignment Submission within 3 Days				
CO: 4				
LO5: Understanding concept of Media & its implementation				
16	Unit 6	Advertising Appropriation	Advertising Appropriation	B.N 1, 6, 7
CO: 4				
LO6: Conceptual clearance of advertising appropriation				

Lecture. No	Unit No.	Topic	Sub-topic	Reference
17	Unit 7	Advertising Appeals	Advertising Appeals	B.N 6,7,8
18			Case Study	
CO: 4				
LO7: Conceptual development of Advertising appeal				
19	Unit 8	Advertising Effectiveness	Measurement of Advertising Effectiveness	B.N 6,7,8
20			Case Study	
CO: 4				
LO8: Measurement of Advertisement effectiveness				
21	Unit 9	Advertising Agencies	Advertisement Agencies	B.N 6,7,8
22			Operations and Management	B.N 6,7
23			Case Study	
CO:1,4				
LO9: Finding & understanding of Advertisement agencies				
24	Unit 10	Advertising Institute	Advertising Institute	B.N 6,7
CO: 1,4				
LO10: Understanding what are Advertising Institutions				
25	Unit 11	Legal Aspects of Advertising	Legal Aspects of Advertising	B.N 6,7
26			Case Study	
A-3Third Assignment Submission within 3 Days				
CO: 3				
LO11: Understanding Legal Aspect of Advertisement				
27	Unit 12	Branding Decisions	Brand Name, Characteristics, Strategy Decisions	B.N 1, 6, 7
28			Brand Image, Brand Personality and Equity	B.N 1, 6, 7
29			Case Study	
CO: 3				
LO12: Understanding Branding decisions with holistic concept of Brand (including Brand				

Lecture. No	Unit No.	Topic	Sub-topic	Reference
Name, characteristics, strategic decision, Brand image, personality, equality)				
30	Unit 13	Brand Building Process	Brand Building, Brand Licensing and Franchising,	B.N 6,7,8
31			Packaging and Labeling	B.N 6,7,8
32			Case Study	B.N 6,7,8
CO:3				
LO13: Understanding brand building process which includes contemporary diminutions of brand building, brand licensing & franchising, packaging & labelling				

VI: Reference Book

1. Belch, Belch, Advertising & Promotion: An Integrated Marketing Communication
2. Keller, Strategic Brand Management, 3/e, Pearson 2010
3. Kazmi & Batra Advertising & Sales Promotion, Excel Books, 2010
4. Harsh Verma Brand Management, Excel Books, 2010
5. Keller, Best Practice Cases in Branding, 3/e, Pearson 2010
6. Batra-Advertising Management 5/e, Pearson 2010
7. Chunawala – Sethia: Foundations of Advertising
8. Shyamprasad – Sumit Kumar – Advertising Management

VII: Note

1. There will be four class tests/ assignment/presentation of 10-15 minutes each without declaration of the date. Each carries 1 mark.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Advertising and Brand Management			
MBA BE III Sem			
Goal : Students will learn to analyze and plan, how a brand is perceived in the market. Learn to develop a good relationship with the target market which is essential for brand management.			
Objective: The objective of this paper is to provide knowledge about the significance and effectiveness of advertisement and brand management.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% understands the advertising process and key decision areas for effective management	% understands most the advertising process and key decision areas for effective management.	% understands few concepts of the advertising process	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Industrial & Rural Marketing

Session: July - Dec

Class: MBA (BE) – III Sem

I: Course Objective: The objective of this paper is to provide knowledge about the marketing strategies followed by rural and industrial markets.

II: Examination: The faculty member will award internal marks out of 15 The end semester examination will be worth 85 marks.

III: Course Outcomes (CO):

- CO1: To create awareness about the applicability of the concepts, techniques and processes of marketing in rural context
- CO2: Explore the various facets of industrial & rural marketing and develop an insight regarding different concepts and basic practices in these areas.
- CO3: Understand rural marketing environment and the emerging challenges in it.
- CO4: To acquaint the students with the appropriate concepts and techniques in the area of rural marketing

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					1			
CO 2	1	2						
CO 3							1	2
CO 4	1	1	2					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Rural Marketing	Definition, Need, Importance, Future prospects	B.N. 4, 5
2			Opportunities vs. other markets	B.N. 4, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			Economic Dynamics of Rural Marketing	B.N. 4, 5
4			Scanning of Industries tapping the Rural Marketing Case: Pepsi Triggers Development	B.N. 5
Assignment:				
CO: 1				
LO1: Understanding the concept of Rural marketing and economic dynamics of rural marketing				
5	2	Demand & Marketing Research	What is Demand? Rural Demand Forecasting, Nature of Demand, Characteristic of Rural Demand	B.N. 6,7
6			Rural Market Research, Characteristic of Rural Market	B.N. 6,7
7			Rural Consumer Behavior & Attitude, Understanding Rural Consumer Buying Behavior	B.N.4, 5, 6
8			Importance of Relationship, Ethical & value based marketing. Case: Pharma Survey Rural	B.N.5
Assignment: Group Assignment- PPT Presentation on Any Topic from Syllabus				
CO: 2				
LO2: Understanding the concept of demand & marketing research in rural India. Studying consumer behaviour & attitude, buying behaviour, & importance of relationship, ethical & value based marketing				
9	3	Implementation & Execution of Marketing Strategies	Segmentation, Types, Strategies	B.N. 5, 6
10			Targeting, Types, Strategies	B.N. 5, 6
11			Positioning, Types of Positioning Strategies	B.N. 5, 6
12			Implementation of STP Strategies Case: New Market and New Rule	B.N. 5
CO: 4				
LO3: Introduction to marketing strategies and programs				
13	4	Marketing Channels	Marketing Channels, Structure, Importance	B.N. 5, 6
14			Channel Selection Criteria,	B.N. 4, 5, 6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Wholesaling & Retailing	
15			Managing Dealers & Distributers, Retail Management	B.N. 4, 5, 6
16			Channel for Agri Products, Industrial Products & Consumer Products Case: Hero Takes on the Challenge	B.N. 1, 2, 3
CO: 3				
LO4: Understanding the selection & managing of marketing channels				
17	5	Sales Force Management	Sales force management, Techniques, Importance	B.N. 1,2,3
18			Sales force recruiting & training	B.N. 1, 2
19			Sales force controlling & motivating	B.N. 1,2,3
20			Case: Distribution Barrier	B.N. 2
CO: 1				
LO5: Concept developments of sales force management				
21	6	Industrial Marketing	Industrial Marketing Concept, Scope & Attributes	B.N. 1,2,3
22			Industrial Marketing Environment, Elements	B.N. 1,2,3
23			Case: Tetrapack	B. N. 2
CO: 2				
LO6: Finding and understanding industrial marketing & its related organizations				
24	7	Organizational Buyers & Behavior	Industrial Buyers, Characteristics	B.N. 1,2,3
25			Organizational Buying Behavior, Difference b/w End User & Industrial Users	B.N. 1,2,3
26			Industrial Demand Forecasting, Motivating Industrial Buyer	B.N. 1,2,3
27			Industrial Buying Pattern, Types of Industrial Buyers	B.N. 1,2,3
28			Case: Laxshmi Machine Work	B.N. 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Ltd. (B.N. 2)	
Assignment:				
CO: 3				
LO7: Understanding organizational buyers & buying behaviour with the help of concepts like demand, buyer motivation, characteristics & purchasing patterns				
29	8	Formulating & implementing strategies in Channel Management	Sales Promotion & Public Relation in Industrial Marketing	B.N. 1,2,3
30			Strategy Formulation & Implementation for Promoting Industrial Products	B.N. 1,2,3
31			Price Mechanism of Industrial Products	B.N. 1,2,3
32			Case: Prentice Machine Tools	B.N. 1
Assignment				
CO: 4				
LO8: Applying strategies in channel management, sales force management and personal selling. Also, an introduction to concept of price management mechanism, sales promotion & public relations in industrial market				

VI: Book References:

1. Industrial Marketing - **Robert R Reeder, Edward G. Brity, Betty H. Reader**
2. Industrial Marketing – **Francis Cherunilam**
3. Industrial Marketing - **Krishna K Havalldar**
4. Rural Marketing – **T.P. Gopalswamy**
5. Rural Marketing – **CSG Krishnamacharyulu S. Lalitha R**
6. Rural Marketing Management – **Sukhpar Singh**
7. Rural Marketing- **Francis Cherunilam**

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of industrial marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Industrial & Rural Marketing			
MBA BE III Sem			
Goal : The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value particularly for industrial and rural sectors.			
Objective: The objective of this paper is to provide knowledge about the marketing strategies followed by rural and industrial markets.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the behavioral aspects of marketing management. They explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behavior particularly in rural market.	%.... students were accomplished and able to articulate some perspectives of Consumer Behavior and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behavior.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... student fall in this criterion. They all were not able to articulate some perspectives of Consumer Behavior and Rural Marketing. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behavior.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: International Marketing****Session: July – Dec.****Class: M.B.A (BE) III Sem****I: Objective of the course:**

The objective of this paper is to have knowledge of strategies, adopted in the foreign markets to succeed with a suitable market plan.

II: Examination:

The faculty member will award internal marks out of 15 (5 for Tests and 10 for class participation). The semester examination carrying 85 marks & students have to attempt any 5 questions from given choice of 7 questions.

III: Course Outcomes (CO):

- CO1: Apply knowledge paradigms in international marketing to gain insights into similarities/differences across cross-cultural markets and their marketing implications
- CO2: Gain an understanding of international marketing effort related to market entry and marketing mix strategies
- CO3: To gain a solid understanding of the theoretical and conceptual principles of International Marketing
- CO4: Develop International marketing plans

III: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2			1	
CO 2				1			1	
CO 3				2			1	
CO 4							1	

IV: Session Plan:

Lecture	Unit	Topic	Sub - Topic	Reference
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No.	No.			
1	1	International Marketing environment	Economic Environment	B.N.1
2			Cultural Environment	B.N.1
3			Legal Environment	B.N.1
4			Technological and political Environment	B.N.1
5 Assignment: Discussion on assignment on Write up of Environment analysis				
CO: 1				
LO1: Apply knowledge into international marketing environment				
6	2	Process of entering International Marketing Management	Decision criteria for entry methods in the international market	B.N.3
7			Various entry methods for the international market	B.N.3
CO: 2				
LO2: Identifying how to enter and cope up to international market using different methodology				
8	3	Product policy decisions	Product Standardization and Product Adaptation	B.N.3
9			Packaging and Labelling	B.N.3
10			Positioning	B.N.3
11 Class Test				
CO: 3				
LO3: Making product related decisions for improvement in product				
12	4	New product development	New product development Process	B.N.4,5
13			Adoption and Diffusion of new products	B.N.4,5
14			Product line extensions	B.N.4,5
15			International product life cycle.	B.N.4,5
16 Assignment: Discussion on the assignment on product development of your choice.				
CO: 3				

LO4: Development in product/ New entrant in international market & understanding its life cycle				
17	5	Managing Foreign Distribution	Through distributors and through firm's	B.N.2
18			Types of intermediaries — Direct	B.N.2
19			Indirect Channel	B.N.2
20			Channel Adaptation	B.N.2
21			Channel Development	B.N.2
Group Assignment: Submit the write up on comparative assessment of distribution channels				
CO: 3				
LO5: Develop understanding of foreign distribution in international market via channels and its type				
22	6	Physical distribution	Modes of transportation	B.N.3,4
CO: 3				
LO6: Analyze different modes of transportation				
23	7	Export Pricing	Objectives, Frame work of International pricing	B.N.3,4
24			Factors gray market	B.N.3,4
25			Price escalation	B.N.3,4
26			Foreign exchange risk	B.N.3,4
27			Transfer pricing	B.N.3,4
CO: 3,4				
LO7: Understanding pricing in international market , analysing all prospects affecting price during international marketing				
28	8	International Promotion	Role of Advertising, advertising decisions taken for international market	B.N.2,3
29			Personal selling	B.N.2,3
30			Sales promotion	B.N.2,3

31			Public relations and trade shows	B.N.2,3
32			Group Presentation	
CO: 4				
LO8: Producing an international promotional plan with advertising, personal selling , public relations , and trade shows				

VI: Reference Books:

1. Sak Onkvisit & John J. Shaw, International Marketing , Print India Press, 2010
2. Francis Cherunilam , International Marketing, Himalaya Publishing House, 2006
3. Subhash C. Jain ,International Marketing Management ,CBS Publishers and distributors , 2006
4. P K Vasudeva ,International Marketing, Excel Books,2004
5. R. Shrinivasan, International Marketing, Prentice Hall Of India, 2006

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of International Marketing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: International Marketing			
MBA BE III Sem			
Goal: Students will be able to gain a solid understanding of the theoretical and conceptual principles of International marketing and understand how to develop and manage a strategic international marketing initiative.			
Objective: To gain an understanding of concepts of International Marketing, types of international markets, demand and supply position in international markets, import-export documentation, policies and procedures of foreign trade.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

%.... students were outstanding and able to describe the strategies and tactics that can lead to successful international marketing given those environmental constraints; Understand how managers perform the functional tasks that constitute international marketing such as marketing intelligence and “mix” adaptations;	%.... students were accomplished and able to articulate some perspectives of International Marketing. Some of the students were able to demonstrate strategies and tactics that can lead to successful international marketing given those environmental constraints.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to demonstrate strategies and tactics that can lead to successful international marketing given those environmental constraints.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: Sales and Distribution Management

Session: July - December

Course: MBA (Business Economics) III Sem

I: Course Objectives: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.

II: Examination: The faculty member will award internal marks out of 15 The end semester examination will be worth 85 marks.

III: Course Outcomes (CO):

CO1: Identify and respond to clients' selling and distribution needs

CO2: Relate theoretical aspects of sales and distribution theories to practical aspects

CO3: Develop unique sales and distribution strategies

CO4: Design effective distribution channels

III:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3					1	
CO 2		2				1		
CO 3		3	3			2	2	
CO 4			2				1	

IV: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Sales Management Strategy	Introduction and meaning of sales management, designing and managing a sales	B.N. 1, B.N.7

			force	
2			Problems of Sales management, formulation of sales force	B.N. 1, B.N.8
3			Different sales strategies, Methods of selling	B.N. 3 B.N. 7
CO: 1				
LO1: Describing conceptual framework of sales management and formulation of strategies for sales force & selling				
4	2	Personal selling	The Role of personal selling in marketing mix, the personal selling process,Personal selling objectives, Types of sales job	B.N. 1, B.N.7
5			Difference between advertising and personal selling, Buyer- seller relationship.	B.N. 1, B.N.8
6			Case Study	B.N. 2, B.N.7
CO: 2				
LO2: Understanding personal selling with respect to marketing mix , also comparing it with advertising				
7	3	Theories of Sales Management	Objectives, Nature and Scope, Buyer - Seller Dyads, AIDAS Theory	B.N. 1, B.N.8
8			Right set of circumstance Theory, Buying Formula” Theory	B.N. 3, B.N.8
9			Case Study	B.N. 2, B.N.7
	Assignment			

CO: 3				
LO3: Understand sales management theories				
10	4	Operational Sales Management	Selection, Recruitment, Training, Motivation and Compensation	B.N. 1, B.N.7
11			Evaluation and Control of Sales Force	B.N. 2, B.N.7
12			Monitoring and performance evaluation, Managing sales force	B.N. 2, B.N.9
13			Case Study	B.N. 2, B.N.9
CO: 1,3				
LO4: Developing the concept of operational sales management				
14	5	Sales planning	Sales forecasting, Quotas, territory management, choice and purchase timing models	B.N. 1, B.N.8
15			Sales Budgeting, Sales control	B.N. 1, B.N.8
16			Case Study	B.N. 2, B.N.9
CO: 1				
LO5: Understanding sales planning and sales control concept				
17	6	New Techniques of sales management	Sales MIS,Sales Training	B.N. 1, B.N.8
18			Relationship Marketing,Internet as an emerging selling technique	B.N. 1, B.N.8
19			Direct Marketing, International sales management	B.N. 6, B.N.10
20			Case Study	B.N. 2, B.N.9

CO: 1,2				
LO6: Finding new techniques of sales management including relationship marketing , direct marketing , international sales management and selling using internet				
21	7	Distribution	Introduction, Type of Channel	B.N. 3, B.N.9
22			Channels of selection process, management of channels	B.N. 5, B.N.10
23			Managing Co-operation, Conflict and Competition, Vertical and Horizontal Marketing Systems	B.N. 6, B.N.10
24			Objectives of channel of distribution, Vertical and Horizontal marketing systems, Motivation of channel	B.N. 3, B.N.9
25			Case Study	B.N. 2, B.N.9
CO: 3				
LO7: Conceptual knowledge of channel				
26	8	Wholesaling and Retailing	Importance, Types, Marketing Decisions for Wholesalers	B.N. 5, B.N.10
27			Retailing: Importance, Types, Retailer Marketing Decisions.	B.N. 6, B.N.10
28			Case Study	B.N. 2, B.N.7
CO: 2				

LO8: Comparative study on wholesale and retailing for marketing decision				
29	9	Physical Distribution:	Objectives, Warehousing , Transportation, modes of transportation, supply chain management	B.N. 6, B.N.10
30			Case Study	B.N. 2, B.N.9
CO: 4				
LO9: Understanding physical distribution with transportation , SCM , and warehousing				
31	10	New Techniques of managing Distribution	New Techniques of managing Distribution	B.N. 6, B.N.10
32	Presentation			
CO: 4				
LO10: Finding new technology of managing distribution				

VI: Book References:

- 1 S L Gupta, Sales and Distribution Management, Excel Books,2010
- 2 Cron ,Sales Management: Concepts and Cases, 10 Edn ,2010,
- 3 Wiley Havaladar, Krishana - Sales & Distribution Management, 2e TMH 2009
- 4 Spiro, Stanton - Management of a Sales Force, 11e TMH 2008
- 5 Tanner-Sales Management, Pearson,2010
- 6 Still-Sales Management Decisions, Strategies and Cases, 5/e, Pearson,2010
- 7 Cundiff and Govni, “Sales Management - Decisions, Strategy and Cases”, New Delhi: Prentice Hall of India. Ingram,
- 8 Laforge, Avila, Schwepker and Williams, “Sales Management”,
- 9 Thomson Watuba R. Thomas,“Sales Management-Texts and Cases”, Business Publication Johnson,
- 10 Kurtz and Scheving“Sales Management, Concept practice& cases, MacGrawHill

VII: Note:

- 1 There will be 2 group major assignment. Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.

- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Subject: Sales and Distribution Management			
MBA BE III Sem			
Goal: To develop understanding and appreciation of the Sales & Distribution processes in organizations.			
Objective: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students understand the Sales & Distribution functions as an integral part of marketing functions in a business firm	% understands most the sales and distribution process and key decision areas for effective management.	% understands few concepts of the sales and distribution process	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Consumer Behaviour**Session:** Jan - June**Class:** MBA (Business Economics) IV Sem

I: Course Objectives: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.

II: Examination: The faculty member will award internal marks out of 15. The semester examination carrying 85 marks.

III: Course Outcomes (CO):

- CO1: Understand the consumer and its behavior in order to frame consumer oriented marketing strategies
- CO2: Discussing the principal factors that influence consumers as individuals and decision makers with an application to the buying decision process.
- CO3: Analyze the trends in consumer behavior, and apply them to the marketing of an actual product or service.
- CO4: Understand consumer behavior concepts to develop better marketing programs and strategies to influence those behaviors.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	1			1			1
CO 2		2		1	1			2
CO 3		2		2				2
CO 4				1				2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Consumer Behaviour	Introduction, Defining consumer behaviour	B.N. 1, B.N. 6
2			Significance of Consumer behaviour in daily life.	B.N. 1, B.N. 6

3			Relation of consumer behaviour with marketing management	B.N. 4, B.N. 8
4			De-marketing Government Policies.	B.N. 4, B.N. 8
5			Case study- Old is Gold	B.N. 2, B.N. 7
CO: 1				
LO1: Understanding the basic concept of Consumer Behavior. Also getting introduced to De-Marketing Govt. Policies				
6	2	Market Segmentation	Market Segmentation -Types	B.N. 2, B.N. 7
7			Product Positioning	B.N. 3, B.N. 8
8			Case Study	
	Assignment			
CO: 2				
LO2: Generating knowledge for market segmentation and positioning				
9	3	Influence of Culture	Influence of Culture, Sub culture	B.N. 1, B.N. 6
10			Case study	
11			Social Class	B.N. 1, B.N. 6
12			Case study	
13			Social Groups, Family, Personal influence and innovation	B.N. 1, B.N. 6
14			Case study	B.N. 1, B.N. 6
CO: 3				
LO3: Developing the concept of influence and innovation over consumer via Culture, subculture, social class, social groups, family and personal				
15	4	Determinants of consumer behavior	Personality	B.N. 2, B.N. 9
16			Case study- What motivates men and women to buy?	B.N. 5, B.N. 9
CO: 3,4				
LO4: Understanding the determinants of Consumer Behaviour – a) Personality				

17	5	Perception	Perception	B.N. 1, B.N. 10
18			Case study- TATA' Gold Plus Jewellery	B.N. 5, B.N. 9
CO: 3,4				
LO5: Understanding the determinants of Consumer Behaviour – b) Perception				
19	6	Learning	Learning	B.N. 4, B.N. 8
20			Case study	B.N. 5, B.N. 9
CO: 3,4				
LO6: Understanding the determinants of Consumer Behaviour – c) Learning				
21	7	Motivation	Motivation	B.N. 4, B.N. 8
22			Case Study	
CO: 3,4				
LO7: Understanding the determinants of Consumer Behaviour – d) Motivation				
23	8	Attitudes	Attitudes	B.N. 5, B.N. 8
24			Case Study	
CO: 3,4				
LO8: Understanding the determinants of Consumer Behaviour – e) Attitudes				
25	9	Consumer Decision Process	Consumer Decision Process	B.N. 1, B.N. 6
26			Search and evaluation	B.N. 5, B.N. 8
CO: 3,4				
LO9: Applying knowledge on consumer decision process, search and evaluation				
27	10	Purchasing Process	Purchasing Process	B.N. 1, B.N. 6

28			Post purchase behaviour	B.N. 5, B.N. 8
CO: 4				
LO10: Developing concept of behaviour changes during purchasing process & post purchase				
29	11	Consumerism	Organizational Buyer Behaviour	B.N. 4, B.N. 8
30			Case Study- Rural markets	B.N. 5, B.N. 9
31	Presentation			
32	Presentation			
CO: 4				
LO11: Getting answer to - what is consumerism, and organizational buyer behaviour				

VI: BOOK REFERENCE:

- 1 Satish Batra and Kazmi Consumer Behaviour Excel Books
- 2 Hawkins, David, Consumer Behavior , 11E Tata Mcgraw Hill
Dogra, B.LRural Marketing1e, Tata Mcgraw Hill
- 3 Consumer behaviour - Hoyer Mac Innis
- 4 Gopalaswamy, T P Rural Marketing- Environment, Problems & Strategies Vikas
- 5 Kashyap, The Rural Marketing Book (Text & Practice), Wiley 11
- 6 Consumer Behaviour - David I. Laudon, Albart J. Della Bitta
- 7 U C Mathur Rural Marketing Excel Books
- 8 Badi & Badi Rural Marketing, 2010 Himalaya Pub. House
- 9 Assel, H., "Consumer Behaviour", 2008 Cengage Learning
- 10 Solomon M.R., "Consumer Behaviour", PHI

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 5 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Consumer Behaviour			
MBA BE IV Sem			
Goal : The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value.			
Objective: The objectives of this course are to help students gain an understanding of various aspects of Consumer Behaviour and their applications & consumer behavior concepts to develop better marketing programs and strategies to influence those behaviors.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the behavioural aspects of marketing management. They explained how the markets, consumers behave under circumstances and how the cultural, social, personal and psychological factors influence their behaviour.	%.... students were accomplished and able to articulate some perspectives of Consumer Behaviour. Most of them understand how the cultural, social, personal and psychological factors influence the consumer behaviour.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... student fall in this criterion. They all were not able to articulate the perspectives of Consumer Behaviour and its importance to frame strategies.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Ethics And Environment**Session:** Jan. – June**Class:** M.B.A.(BE) IV Sem**I: Objectives of course:**

The objective of this course is to familiarize the students with the business environment prevailing in India and in the world to help them understand its implications to business and also to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.

II: Examination:

The semester examination will carry 85 marks. The faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Analyze the environment of a business from the legal and regulatory, macro-economic , cultural, political, technological and natural perspectives.
- CO2: Conduct an in-depth analysis of a specific component of the business environment and relate it to your own organization.
- CO3: Critically assess the business environment of an organization using selected strategic tools.
- CO4: To provide a sensitive understanding of ethical principles of corporate governance and the nature of their enforcement.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3	3			3	2
CO 2	2	3	2	2		3	2	1
CO 3	2	2		2		3	2	
CO 4				1	2			3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	References
1	1	Business Environment	Meaning of Business Environment	B.N.1&2
2			Nature and scope of Business Environment	B.N.1&2
3			Nature of Business in 21st century	B.N.1&2
4			Components of Business Environment	B.N.1&2
CO: 1				
LO1: It creates an understanding among the students about business environment and its components.				
5	2	Economic Environment	Nature & Structure of Indian Economy	B.N.1&2
6			Economic Reforms 1991 – Trend, Growth and present status.	B.N.1&2
7			Industrial Policy	B.N.1&2
8			Monetary & Fiscal Policies	B.N.1&2
9			Foreign policy	B.N.1&2
10			Recent Developments in Business Environment of India	B.N.1&2
11			SWOT Analysis of Indian Economy	B.N.1&2
CO: 2				
LO2: It develops the knowledge of economic planning and development. The students will be able to understand the different policies of Government.				
12	3	International Business Environment	Globalization- Meaning, scope, phases, Indicators.	B.N.1&2
13			WTO & GATT	B.N.1&2
14			Sub Prime Crisis	B.N.1&2
5			International Financial Markets and Indian Business	B.N.1&2
16			Capital account Convertibility, Global Capital Flow Paradox	B.N.1&2
17			Forex Reserve Management and its impact on Indian Business	B.N.1&2
18			Foreign Investment	B.N.1&2
19			Case Study-Whose Basmati is this?	B.N. 3,4&5
CO: 3				
LO3: It creates awareness among the students about Indian & Global business scenario enhances knowledge of International Economic Integration & WTO.				
20	4	Ethics & Environment	Ethics & Business – Its issues	B.N. 3,4&5
21			Moral Responsibility and Blame	B.N. 3,4&5
22			Ethical principles in Business	B.N. 3,4&5
23			Utilitarianism	B.N. 3,4&5
24			Weighing Social cost and benefits	B.N. 3,4&5
25			Rights and Duties	B.N. 3,4&5

26			Justice and Fairness	B.N. 3,4&5
27			The Ethics of Care	B.N. 3,4&5
28			Case Study- Metro turns to Bhagwad Gita for management lessons	B.N. 3,4&5
CO: 4				
LO4: It enhances ethical values and develops an understanding of deontological ethics and philosophy of Utilitarianism among the students.				
29			Meaning	B.N. 3,4&5
30			Nature and components of Corporate Governance	B.N. 3,4&5
31			Role of Corporate Governance in the growth of business	B.N. 3,4&5
32			Case Study- Corporate Responsibility.	B.N. 3,4&5
Assignment- Business Environment of BRICS nation				
CO: 4				
LO5: It develops an understanding of Corporate Governance and its components with their role in growth of business.				

VI: Reference Book

- 1) Francis Cherullinum- Business Environment, Himalaya Publishing House, New Delhi.
- 2) K. Aswathappa – Essentials of Business Environment, Himalaya Publishing House, New Delhi.
- 3) Dr. Neeru Vasishth & Dr. Namita Rajput, Business Ethics & Values with Case Studies, Taxmann Publications Pvt. Ltd.
- 4) Manuel G. Velasquez - Business Ethics, Concepts and cases, Pearson Education, 6th edition.
- 5) Veera Karoli & Huma Zafar, Business Ethics & Management By Indian Values, Thakur Publishers, Bhopal.
- 6) Mishra & Puri – Economic Environment in India, Himalaya Publishing House, New Delhi.
- 7) Justin Paul:- Business Environment – Text & Cases, McGraw Hill Companies, New Delhi.
- 8) Raj Agrawal - Business Environment, Excel Books, New Delhi.
- 9) Dutt & Sundaram – Indian Economy, S. Chand & Co. New Delhi.
- 10) I.J. Ahluwalia & I.M.D. Little – India's Economic Reforms and Development, Oxford University Press, New Delhi.

11) E- Journals & Database: - EBSCO, INDIASTAT.COM, EIU.COM, CAPITAL LINE .COM

VII: Note

1. There will be 2 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Business & Ethical environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Business Ethics And Environment			
MBA BE IV Sem			
Goal: To analyze the environment of a business from the legal and regulatory, macro-economic , cultural, political, technological and natural perspectives.			
Objective: The objectives of this course is to familiarize the students with the business environment prevailing in India and in the world to help them understand its implications to business and also to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students Having an understanding about business environment Particulaly economic, Sociocultural, Political and Its Impact on Business in India and world	% Students Having basic understanding about business environment prevailing in India and world with Implications to business.	% Students Having understanding about business environment.	% Students Need More efforts for Concept at Business Environment Level.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH

IPS ACADEMY, INDORE

Lesson Plan

Subject: Business Forecasting & Planning Techniques.

Session: July – Dec

Class: M.B.A (BE) IV Sem

I: Objectives of course:

The objective of this paper is to teach the different forecasting techniques that are helpful in trade and business.

II: Examination: The faculty member will award internal marks out of 15 (4 for Tests and 11 for class participation). The semester examination carrying 85 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 25 marks will contain one or more cases/Numerical.

III: Course Outcomes (CO):

- CO1: Basic understanding of the relationship between the two terms Forecasting & Planning
- CO2: Understanding of basic methodologies of business forecasting
- CO3: Awareness of basic applications of forecasting in decision making for a business
- CO4: Optimum utilization of forecasting for the purpose of planning in an organization

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1		1	1			
CO 2					2		1	
CO 3	1	1				3	1	2
CO 4		2	1	1		3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	Unit 1	Basic concepts	Basic concepts of Business Forecasting and Planning,	B.N.1 & B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
2			Fundamentals of Business & Business Environment, Nature of business in 21 st Century,	B.N.1 & B.N. 3
3			Components of business Environment Stages and Techniques for Environmental Analysis.	B.N.1 & B.N. 3
4			. Quantitative Forecasting; Criteria for Evaluation: ME, MAD, MSB, RMSE (SDE),	B.N.1 & B.N. 3
5			PE, MPE, MAPE, Theil -U - Statistic;	B.N.1 & B.N. 3
6			Introduction to Qualitative & Technological Forecasting	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO: 1				
LO1: Understanding of Business Forecasting and Planning in a Business				
7	Unit 2	Quantitative Methods of Business Forecasting	Methods of Business Forecasting; ARRSES,	B.N.1 & B.N. 3
8			Practical	B.N.1 & B.N. 3
9			Quantitative Approach-Naive Method,	B.N.1 & B.N. 3
10			Practical	B.N.1 & B.N. 3
11			Single and Double Moving Averages; Single exponential smoothing	B.N.1 & B.N. 3
12			Double exp. smoothing (Brown's one parameter & Holt's two parameters Methods).	B.N.1 & B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
13			Practical	B.N.1& B.N. 3
CO: 2				
LO2: Awareness about Basic forecasting methodologies and Quantitative Approach				
14			Trend Analysis - Linear, Semi-Log, Exponential and Logistic Models.	B.N.1& B.N. 3
15			Regression and Econometric Models of Forecasting Introductory Box-Jenkins (ARIMA) Methods	B.N.1 & B.N. 3
A-2 Second Assignment Submission within 3 Days				
CO: 2				
LO2: Awareness about Basic forecasting methodologies and Quantitative Approach				
16	Unit 3	Qualitative & Technological Methods of Forecasting:	Subjective Assessment Methods- Jury of Executive Opinion	B.N.1& B.N. 4
17			Sales force Composite Methods, Formal Surveys	
18			Market Research - Based Assessments, Subjective Probability Assessments Exploratory Methods - Scenario Development Methods, Delphi, Cross-Impact Matrices,	B.N 1
19			Curve Fitting, Analogy ; Methods, Morphological Research, Catastrophe Theory,	B.N 1 & B.N. 2
20			Normative Methods "-Relevance Trees, Introduction to Systems Dynamics	B.N 1 & 2
A-3 Third Assignment (case study)Submission within 3 Days				
CO: 3				
LO3: Learning of Qualitative and Technological Forecasting Methodologies				
21	Unit 4	Applications of Forecasting Techniques	Applications of Forecasting Techniques in predictions of Demand (Consumer durable	B.N 1
22			Capital goods & new product),	B.N 1& B.N 2
23			Sales Cost. Price, Stock prices, Profits,„	

Lecture No.	Unit No.	Topic	Sub-topic	Reference
24			Inventory, Production, <u>Cash flow</u>	
25			<u>Foreign exchange rate</u>	
A-4 Fourth Assignment Submission within 3 Days				
CO: 4				
LO4: Application of forecasting techniques in a Business environment				
26	Unit 5	Business forecasting & Planning	Import, Investment, Labour requirements & macroeconomic leading indicators like interest rate forecasting.	B.N 1 & B.N. 4
27			planning in business organization, forecasting as input to planning & decision making,	B.N 1 & B.N 2
28			contribution of forecasting to analysis and Understanding (The variance as a Measure of Risk,	B.N 1 & B.N 12
29			contribution of forecasting to analysis and Understanding (The variance as a Measure of Risk,	B.N 1 & 3
30			Marginal Analysis	B.N 1
31			Elasticity's, Costing, Seasonal & Cyclical Considerations	B.N 1
32			Simulation analysis	B.N 1& B.N 5
			Sensitivity Analysis	
A-5 Fifth Assignment Submission within 3 Days				
CO:4				
LO5: Understanding the role of forecasting in Planning of a Business Organization				

VI: Reference Book

1. Makridakis, Wheelwright and Me Gea (1983), Forecasting: Methods and Applications, John Wiley & Sons.
2. Sheerer, P.(1994), Business Forecasting & Planning, Prentice Hall. Collateral Reading
3. Graner,C.W.(1989), Forecasting in Business & Economics, Academic Press, Lie.
4. Martino,J.P.(1983),Technological Forecasting for Decision Making, N.Y.; Amer.Elsevier.
5. Pindyck & Rubinfeld (1976), Econometric Models and Econometric Forecasts, Me Graw Hill:
6. Thirlwall, A.P. (1983), Growth and Development with Special Reference to
7. Developing Economies, ELBS/MacMillan (Ch.10). 7. Thpmopoulos (1980^ Applied Forecasting Methods, Englewood Cliffs,
8. NJ;,Prentice Hall. 8 .Wheel wright and Makridakis (1985), Forecasting Methods for Management, John Wiley & Sons.

VII:Journals

1. International Journal of Forecasting.
2. Journal of Forecasting.
3. Technological Forecasting and Social Change.

Note

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Forecasting Techniques.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Business Forecasting and Planning Techniques			
MBA BE IV Sem			
Goal : Develop students' ability to solve real-life predictive analytics and forecasting problems.			
Objective: To grasp and comprehend the methods and techniques used in research and provide with the knowledge and skill to undertake research.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

<p>___% students show high orientation towards research. Understands the fundamental theories and new development in economics. Mastering of skills in analyzing economic data Demonstration of ability to apply economic knowledge and analytical skills to address policy and business problems</p>	<p>___% students show good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.</p>	<p>___% students show little understanding of research concept and need more clarity of concept for correlating and planning researches for managerial decisions.</p>	<p>___% students show very basic understanding of subject and find it difficult to plan or design research for managerial problems. need improvement for conceptual knowledge Need to correlate research concepts with managerial problems</p>
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE
Lesson Plan

Subject: Commodity, Derivative & Price Risk Management

Class: MBA (BE) – IV Semester

Session: January - June

I: Course Objective:

The objectives of this course are to explain to the student the commodity derivatives, evolution of commodity market in India, risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.

II: Examination:

The external semester examination will carry 85 marks and the faculty member will award internal marks out of 15.

III: Course Outcomes (CO):

- CO1: Describe the basic characteristics of derivatives market
 CO2: Describe the uses of derivatives by hedgers, speculators and arbitrageurs
 Define and describe the traded and over-the-counter derivative contracts on different
 CO3: underlying assets
 Describe and use the different models used for pricing derivatives and used of various
 CO4: strategies

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2				
CO 2						2		1
CO 3					2			
CO 4					3			

V: Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Derivatives	Introduction to Derivatives, Meaning of Forwards and Futures.	B.N.-2, B.N.-3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
2			Meaning and concept of Options and Swaps.	B.N.-2, B.N.-3
3			Difference between Spot and Future Markets	B.N.-2, B.N.-3
4			Difference between Forward and Future Markets, Types of Orders.	B.N.-2, B.N.-3
Assignment: Prepare an assignment on meaning and concept of derivatives and its instruments.				
CO: 1				
LO1: Introduction to Derivatives and types of contracts.				
5	2	History of Commodity Markets	Evolution of commodity markets.	B.N.-4
6			Commodity markets of India, National Commodity Future Exchanges in India.	B.N.-4
CO: 2				
LO2: History of Commodity Market in India				
7	3	Commodity Futures in India and its Regulations	Economic perspective of commodity and future markets.	B.N.-4
8			Regulatory Framework –Forward Contract Regulation Act 1952, Discussion on Kabra Committee Report	B.N.-4
9			Forward Market commission and its functions.	B.N.-4
10			Regulatory Measures evolved by the commission, Amendments to FCRA 1952.	B.N.-4
Assignment: Throw light on the features of FCRA 1952 and its amendments based on the recommendations of Kabra Committee?				
CO: 3				
LO3: Highlights on Committees reports, regulations in relation to Commodity, Future Market in India				
11	4	Commodity Futures	Meaning and objective of commodity futures, Pricing commodity futures.	B.N.-4
12			Factors affecting cost of carry, Investment and consumption commodities	B.N.-4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
13			Meaning and explanation of Basis and Spreads.	B.N.-4
14			Participants in commodity derivatives – Hedgers, Speculators and Arbitrageurs.	B.N.-4
CO: 2				
LO4: Working of financial participants in Commodity future markets				
15	5	Advanced concepts in Commodity Futures	Hedging – concept, Hedge ratio, Long (buy) hedge, uses of long hedge strategy.	B.N.-4
16			Buying hedge with basis risk, short (sell) hedge, uses of selling hedge strategy,	B.N.-4
17			Selling hedge with basis risk, rolling over of hedge position, advantages and limitations of hedging and speculation.	B.N.-4
CO:2				
LO5: Hedging strategies in commodity future market				
18	6	Options Markets And Trading Strategies	Types of options, uses of options, payoffs from options.	B.N.-1, B.N.-2
19			Trading strategies involving Bull and Bear.	B.N.-1, B.N.-2
20			Butterfly, Calendar and diagonal spread.	B.N.-1, B.N.-2
21			Straddles, Strip and Straps.	B.N.-1, B.N.-2
22			Options valuation and pricing.	B.N.-1, B.N.-2
23			Over the counter exchange options and Index options.	B.N.-1, B.N.-2
Presentations: Class room power point presentation on different kinds of options trading and pay-off strategies.				
CO:3				
LO6: Highlights of option Market Strategies				
24	7	Future Contracts	Introduction to future markets, future contracts.	B.N.-1, B.N.-2
25			Future trading, Specification of the future contract, newspaper quotes.	B.N.-1, B.N.-2
26			Hedging using futures, Index futures, Interest rate futures.	B.N.-1, B.N.-2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
27			Foreign exchange and currency futures, Mechanism of future contracts.	B.N.-1, B.N.-2
28			Operations of margin, convergence clearing process	B.N.-1, B.N.-2
29			Clearing house and clearing margins.	B.N.-1, B.N.-2
CO: 4				
LO7: Mechanism of Future Contract Market				
30	8	Swaps	Introduction to swaps, basic swap structure,	B.N.-2
31			Types of swaps: Interest rate swaps and Currency swaps.	B.N.-2
32			Mechanics of swaps transactions, Swap-Options	B.N.-2
CO: 4				
LO8: Mechanism of Swap Market				

VI: Book References:

1. John C. Hull Options, futures and other derivatives – Pearson Education Asia, 4th edition, 2001.
2. S. L. Gupta, Financial derivatives: Theory, Concepts and problems, PHI Private Limited, New Delhi
3. D. C. Patwari & Anshul Bhargave Options & Futures: An Indian Perspective, Jaico Publishing House Delhi
4. S. N. Mishra & S. Sunder, Commodity derivatives, Indian Institute of Banking & Finance.

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Commodity, Derivatives and Price Risk Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: Commodity, Derivative & Price Risk Management			
MBA BE IV Sem			
Goal : The objectives of this course are to explain to the student the risk return tradeoffs and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.			
Objective: The objectives of this course are to explain to the student the commodity derivatives, evolution of commodity market in India, risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Financial Engineering and Risk Management They were able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students were accomplished and able to articulate Some perspectives of Financial Engineering and Risk Management. Some of the students were able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Financial Engineering and Risk Management. They were not able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH**IPS ACADEMY, INDORE****Lesson Plan****Subject:** Supply Chain Management & Documentation.**Session:** January - June**Class:** M.B.A (BE) IV Sem**I: Objectives of course:**

The objective of this course is to help the students acquire and understand how the chain involved in the marketing. Students are also able to understand the distribution, routing and scheduling of the product.

II: Examination: The faculty member will award marks out of a maximum of 15 marks (Internal Evaluation). The semester examination will be worth 85 Marks (External evaluation).

III: Course Outcomes (CO):

- CO1: Effectively use concepts of supply chain management and quantitative and qualitative methods to make appropriate decisions in both new and unfamiliar
- CO2: Gaining a command of the key factors in new business model based on E-Commerce and an insight on how it affects the logistic system.
- CO3: The subjects focuses on relatively long term decisions involving the investment in productive resources configuration of process, product design and development of partnership with supplier and channel of distribution.
- CO4: The course will enhance ability to use analytical tools and concepts as well as better understanding of the major strategic issues and trade off in supply chain.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2						
CO 2								
CO 3				3				
CO 4		2		3			2	

V: Session Plan:

PD No.	Unit No.	Topic	Sub Topic	Reference
1	1	Understanding Supply Chain	Analyzing Supply Chain	B.N:2, B.N:9
2			Understanding Supply Chain	
3			Decision Phases in Supply Chain	
4			Process View of Supply Chain	
CO: 1				
LO1: Understand the structure of supply chain and the different ways to with supply chain can become more competitive in the market.				
5	2	International Logistic	International Logistics Management	B.N:6, B.N7
6			International Logistics Management	
7			Importance of Documentation in SC System	
8			Importance of Documentation in SC System	
CO: 2				
LO2: Understand the role of logistics and importance of documentation in supply chain.				
9	3	Demand and Supply	Planning Demand And Supply	B.N:4 , B.N:8
10			Warehousing	
11			Distribution Centers	
12			Break Bulk	
13	3	Demand and Supply	Cross Ducking	
14			Consolidation	

15			Case Study: Cement Distribution network	
CO:3				
LO3: Understand the foundational role of logistics and the concept of warehouse and distribution centres.				
16	4	Inventory Management	Inventory Management for International Business	B.N:3, B.N:11
17			Role of Cyclic Inventory, Safety Stock	
18			Transit And Work in Process Stock	
19	4	Inventory Management	Managing Inventory Cost	B.N:3, B.N:11
20			ROP & Optimal Level of product availability	
21			Importance and factor affecting optimal level of product availability	
22			Managerial levels to improve SC profitability	
A-1: First Assignment : Numerical on Inventory				
CO: 4				
LO4: Understand the role of inventory management and assess accurately the risk involved due to loss of focus on the satisfaction of end customer demand.				
23	5	Transportation Management	Transportation in International SC	B.N:2, B.N:9
24			Role of Transportation	
25			Factors affecting transportation decisions	
26			Mode of Transportation and Use of Information in SC	B.N:5, B.N:9
27			GPRS and e- tracking	
First Group Presentation				
CO: 1,4				
LO5: To understand the transportation system and choosing the best alternative available.				

28	6	Packaging	Packaging in International SC	B.N:6, B.N9
29			Importance of Packaging Case Study: IKEA Study	
A-2: Second Assignment : To write briefly Mode of Transportation				
CO: 1,4				
LO6: To understand the growing importance of packaging in supply chain.				
30	7	Material Handling	Material Handling in International SC	B.N:2, B.N:10
31			Role of Material Handling	
32			Material Handling and its Effect on SC	B.N:3, B.N:12
Second Group Presentation				
CO: 1,4				
LO7: Understand the role of material handling and its effects on supply chain management.				

Book References:

- 1 A.J.V Weele, Purchasing & Supply Chain Management.
- 2 Meindle & Chopra, Supply Chain Management.
- 3 Sahay, Supply Chain Management.
- 4 Coyel, Management of Business Logistics.
- 5 David Closs, Logistical Management.

Note:

- 1 There will be two home assignments, each carry 1 .5 marks.
- 2 Two groups Presentation based on the practical aspect of the subject.
- 3 There will be one Major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation.
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
Attendance will be multiplying factor as per given in academic plan

Rubric for Internal Assessment			
Subject: Supply Chain Management & Documentation			
MBA BE IV Sem			
Goal: This course would help students develop an understanding about the strategic role of supply chain, key issues of supply chain and the drivers of supply chain performance.			
Objective: The objective of this course is to help the students acquire and understand how the chain involved in the marketing. Students also able to understand the distribution, routing and scheduling of the product.			
12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% are able to take decisions in logistics and supply chain management considering its operational, tactical and strategic aspects from an integrated perspective by covering subjects from technology, engineering and business.	% Students are able to take into account the relationships between this discipline and other areas of business to make holistic judgments when analyzing business situations.	% Students have basic understanding about logistics and supply chain management.	% Students have not appropriate understanding about logistics and supply chain management.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 75	Final Internal Marks Out of 15
Presentation out of 15	Quiz out of 15	Assignment out of 15	Viva out of 15	Internal Test Out of 15		

Lesson Plan**Subject: Computer Fundamentals****Session: Jul-Dec****Class: MBA (TM) - I Sem**

I: Objective of course: The objective of this course is to understand the basic concepts of computer and its applications and acquire the knowledge to use computer for making effective decisions of tourism industry.

II: Examination: The faculty member will award internal marks out of 20 (8 for tests and 12 for class participation). The semester examination carrying 80 marks will consist of eight theory questions out of which student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 Knowledge of Computer fundamentals and its application in hospitality industry
- CO2 Understanding Database, Data processing and its advantages
- CO3 Knowledge about computer networks and hardware used in computer networks
- CO4 Understand the use of internet and applications in hospitality industry

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	1		2	2	3		1
CO 2	1							
CO 3	3	1		1		1		
CO 4	3	3		2	2	2	1	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-Topic	Reference
1.	1	Introduction to Computers	Block Diagram, Basic functions,	B.N. 1
2.			Computer Hardware, Input/output devices	B.N. 1
3.			Storage and its types	B.N. 1
4.			Types of memory	B.N. 1
5.			Computer software, types of software-Application and system software	B.N. 1
6.			Types of computers	B.N. 1
7.			Computer applications in hospitality industry	B.N. 1
8.			Computer applications in hospitality industry	B.N. 1
Assignment on computer basics				
CO: 1				
LO: Understand the use of computers and its application in hospitality industry				
9.	2	Number System	Introduction to number system	B.N. 1
10.			Binary, decimal number system	B.N. 1
11.			Octal number system	B.N. 1
12.			Hexa decimal number system	B.N. 1
CO: 1				
LO: Understand the use of number system and its conversion				
13.	3	Data Processing	Introduction to data	B.N. 2
14.			Types of data and their use	B.N. 2
15.			Fundamentals of data processing	B.N. 4
16.			Data processing techniques	B.N. 4
17.			Data processing cycle	B.N. 2
18.			Components of data processing	B.N. 2
19.			Manual data processing	B.N. 2
20.			Electronic data processing	B.N. 2
21.			Advantages of EDP	B.N. 2
Assignment on number system and data processing				
CO: 2				
LO: Understand the use of Data processing in organization				
22.	4	Computer Networks	Introduction to computer networks	B.N. 5
23.			Types of network	B.N. 5
24.			Hardware requirement for network	B.N. 5
25.			Network topology	B.N. 5

26.			Applications of computer network	B.N. 5
CO: 3				
LO: Understand the Computer networks and its utility in industry				
27.	6	Internet	Introduction to internet	B.N. 3
28.			Types of internet connection	B.N. 3
29.			Hardware components	B.N. 3
30.			Internet and hospitality industry	B.N. 3
31.			Application and uses in hospitality industry, Understanding world wide web	B.N. 3
32.			Presentations	
Assignment on Computer Networks				
CO: 4				
LO: Understand the applications of internet in hospitality industry				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. E. Balagurusamy, Fundamentals of computer, Tata McGraw Hill Publication.
2. Deepak Bharihoke; Fundamentals of Information Technology, Excel book publication.
3. Manish Mahajan, Shikha Gupta; IT infrastructure & Management, Excel book publication.
4. Rashi Agarwal; Computer organization and design, ACME learning PVT. Ltd publication.
5. Tanenbaum, Andrew S; Computer Networks, Pearson publications.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Computer Fundamentals			
MTM I Sem			
Goal : Students get familiar with the use of computer in hospitality industry. The topics include basics of computer, number system, data processing, computer networks and the introduction to internet.			
Objective: Students gain insight to the applications of computer. They also get familiar with the computer hardware and networks.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students understand the basics of computer hardware, software and applications, number system, computer networks and data processing	% Students understand the basics of computer hardware, software and applications	% Students having understanding about basic functions of computer.	% Students Need More Efforts for understanding number system and computer networks.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Accounting for Managers****Session: Jul-Dec****Class: MBA (TM) - I Sem**

I: Objective of course: The objective of this course is to develop the acquaintance of the students with the various concepts of financial accounting, cost accounting, and management accounting and to develop understanding of accounting for managers for decision making.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five practical/numerical problem(s), out of which a candidate is required to attempt any three. These questions would require the candidates to take decision on management problems considering quantitative and non-quantitative factors both and to defend their decisions. Relevant data leading to simple calculations for arriving at relevant figures will be given to them.

III: Course Outcomes (CO):

- CO1 To develop the acquaintance of basic concept of accounting and financial management among the students.
- CO2 To develop in students decision making skills related to financial position of the company.
- CO3 To thrive an insight to understanding and analyzing financial statements of the companies.
- CO4 To imbibe the knowledge of solving management and cost related problems after taking into account of quantitative and qualitative factors.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							
CO 2	1	1						
CO 3	2							
CO 4	2	1						

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I FINANCIAL ACCOUNTING				
1	1	Fundamentals of Financial Accounting	Introduction to Accounting, Book Keeping, Importance and limitations of accounting. Relation with other disciplines.	B.N. 1
2			Basic Accounting Concepts & Fundamental Conventions. Introduction to accounting standards and GAAPs.	
CO: 1				
LO: Describe the conceptual framework of accounting along with the understanding of accounting standards.				
3	2	Concepts of double entry system, basic knowledge of accounting process (journal). Preparation of final account with adjustments.	Double entry system of accounting, Journal and Types of Entries	B.N.2
4			Ledger- Practical Questions	B.N.2
5			Trial Balance-Practical Questions	B.N.2
6			Final Accounts – simple problems	B.N.1
7			Final Accounts – Problems with adjustments	B.N.1
8			Final Accounts – Problems with adjustments	B.N.1
CO: 1 & 2				
LO: Understand the accounting entries and preparation of final accounts with adjustments.				
9	3	Fundamentals of Cost accounting	Concept, need and classification of cost and cost accounting.	B.N.1
10			Advantages and limitations of Cost accounting.	
11			Techniques of Cost accounting and cost accounting system.	
12			Cost reduction and Cost control	
13			Cost Management. Components of Total Cost.	
14			Preparation of Cost Sheet.(Theory and numerical)	
15			Numerical Questions on Cost Sheet.	B.N.2
CO: 2 & 3				
LO: Understand the concept of cost accounting, cost management techniques and preparation of cost sheet.				
16	4	Fundamentals of Management Accounting	Introduction to Management Accounting, concept and its scope.	B.N.2
17			Need, importance and limitations of Management Accounting.	B.N.2
18			Balance sheet and Profit & loss account and related concepts.	B.N.2

19	4		Difference between Management, Cost and Financial Accounting.	
CO: 1, 2 & 3				
LO: Develop acquaintance with the fundamentals of management accounting along with the importance and limitations of management accounting.				
20	5	Analysis of Financial Statements	Overview of Financial Statements analysis, objectives and importance.	B.N.1
21			Various Methods of analysis of financial statements. (Theory)	B.N.1
22			Ratio Analysis and its numerical problems.	B.N.1
23			Ratio Analysis and its numerical problems.	
24			Fund Flow Analysis and its numerical problems.	
25			Fund Flow Analysis and its numerical problems.	
26			Cash Flow Analysis and its numerical problems.	
		Assignment- Based on Numerical		
CO: 2, 3 & 4				
LO: Demonstrate the various methods of analyzing financial statements.				
27	6	Cost Analysis and Decision Making	. Marginal, absorption costing and differential costing.	B.N. 9
28			Break even Analysis and CVP Analysis.	B.N. 10
29			Budget and its various types.	B.N. 10
30			Preparation of budgets viz. cash budget, sales budget, production budget, Sales and revenue budget.	
31			Standard Costing	
32			Variance Analysis.	
CO: 2, 3 & 4				
LO: Acquaintance related with cost analysis, standard costing and variance analysis will be developed amongst students along with concepts of several kinds of budgets.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. P.C. Tulsian, Financial Accounting, Pearson, 2008
2. S.N. Maheshwari, Introduction to Accountancy, New Delhi, Vikas Publishing House, 10th Edition, 2009
3. Hansen, Management Accounting, 7th edition Cengage Learning, India
4. N. Ramchandran and Ramkumar Kakani, Financial Accounting for Management, New Delhi, Tata-Mac Graw-Hill, 2nd Edition, 2008.
5. Paresh Shah, Basic Financial Accounting for Management, New Delhi, Oxford University Press, 2008.

6. Anthony Robert N., Hawkins David F., Merchant Kenneth N., Accounting Text and Cases, Tata McGraw Hill Publication, New Delhi, 12th Edition, 2007.
7. O.S. Gupta and Pankaj Kothari, Accounting for Managers, New Delhi, Frank Bros. & Co., Reprint, 2007.
8. Banerjee, Financial Accounting, PHI, 2009.
9. M.N. Arora, Cost Accounting: Principle & Practices, 10th edition, Vikas Publishing House, 2007
10. Ravi M. Kishore, Cost and Management Accounting, 3rd edition, Taxman's
11. Paresh Shah, Management Accounting, 1st edition, Oxford University Press, 2008.
12. John Wild, Financial Accounting Information for Decisions, New Delhi, Tata-MacGraw-Hill, 2008
13. James Jambalvo, Managerial Accounting, Wiley India, 2nd Edition, 2007.
14. S.N. Maheshwari and S. K. Maheshwari, A Text Book of Accounting for Management, New Delhi, Vikas Publishing House, 10th Edition, 2009
15. Louderback, Managerial Accounting 10th edition, Cengage Learning, India
16. S.K. Bhattacharyya, Accounting for Managers, Reprint 2009, Vikas Publishing House Pvt. Ltd.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Accounting for Managers			
MBA I Sem (TM)			
Goal : Students develop the ability to prepare and analyze increasingly complex financial statements. Topics include an overview of corporate financial reporting, transaction analysis, and accounting entries; double-entry accounting systems; merchandising and inventory; internal control, cash, and receivables; long-lived assets and current liabilities; financial reporting concepts and accounting for partnerships; corporations; long-term liabilities; cash flow statement; investments; and financial statements analysis.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Business Communication****Session: Jul-Dec****Class: MBA (TM) - I Sem**

I: Objective of course: The objective of the course is to help the students to acquire the basics of interpersonal communication, corporate communication and soft skills, so as to improve their communication skills and ability to understand others along with the personality development as per the requirements of the corporate world

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 To provide students with the skills and knowledge of communication in the tourism business environment.
- CO2 To acquire the basics of interpersonal communication, corporate communication and soft skills.
- CO3 To enhance the ability to understand others along with the personality development as per the corporate world requirement in tourism.
- CO4 To develop knowledge and skills to communicate professionally in tourism industry on various levels including writing; speaking; giving presentations and interpersonal skills.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2		1	1			1
CO 2		3	2	1			3	
CO 3					1	2		
CO 4	3	1		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction	Defining Communication.	B.N.2/B.3
2			Process of Communication	B.N.2/B.N.3
3			Principles of effective communication	B.N.2/B.N. 3
			Importance of business Communication.	B.N.2/B.N. 3
4			Importance of Feedback	B.N.2/B.N.3
5			Evaluation of communication effective	B.N.2/B.N. 3
Assignment: Analyze the Case and discuss in the class				
CO: 1,2				
LO: To make the students learn on the subject matter of the business communication vis-à-vis its nature, process, principles and importance.				
6	2	Role of Communication in Organization	Channels of Communication	B.N.2/B.N.3/B.N. 1
7			Types and Forms of Communication	B.N.3/B.N.1
8			Verbal and Non-verbal communication	B.N.2/B.N.3/B.N. 5
9			Formal and Informal communication; internal & External communication	B.N.1
10			Communication networks & Effects of changing Technology	B.N.3/B.N.1
Assignment: Group Discussion on effects of changing Technology				
CO: 2,3				
LO: To create an understanding of the minds of students regarding various types and forms of communication skills and also let them know the relevance of such skills				
11	3	Factors affecting Communication	Perception and Reality	B.N.3/B.N.4
			Physical barriers to communication	B.N.3/B.N.4

12			Mechanical and Psychological barriers to communication.	B.N.3/ B.N.2
13			Listening and its types	B.N.2/B.N.3/B.N.5
14.			Essentials of effective listening.	B.N.2/B.N.3/B.N.1

Assignment: Presentation on Types of listening

CO: 1,3

LO: To generate the thoughtful ideas in the psyche of students as regards to the barriers of communication and the types of listening.

15			Definition & Importance	B.N.2/B.N.3
16			Modern Means of communication	B.N.2/B.N. 3
17	4	Management Communication	Employment Messages	B.N.2/B.N.3/B.N.1
18			Reports and Proposals	B.N.2

Assignment: Presentation on modern Means of communication

CO: 4

LO: To educate the students as to how to communicate clearly and effectively through commercial letters. Make them understand as for how the effective reports are written.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Business Communication – K.K. Sinha, Galgotia Publishing Company
2. Business Communication – Chhabra T.N. , Sun India Publication, 1st Edition 2005.
3. Business Communication – Parag Diwan, Excel Books.
4. Essentials of Business Communication – Rajendra Pal, Sultan chand Publication VIII edition 2000.
5. Business Communication – R.K. Madhurkar, Vikas Publishing House Pvt. Ltd.

Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation activity like Role play, Group discussion, etc. carries 3 marks.
4. Class presentation constitutes 3 marks for each student either in group or as individual.
5. Assignment submission of case study analysis carries 3 marks.
6. Group discussions to be organized fortnightly and 3 marks to be allotted.
7. One internal test to be conducted after the syllabus completion will carry 3 marks.

VIII: Rubric for Internal Assessment			
Subject: Business Communication			
TM- I Sem			
Goal : To familiarize the students with the basic concepts of business communication and help them in understanding the requirements of the corporate world			
Objective: Provide students the understanding of basic corporate communication, process & principles of communication, importance of feedback, channels & types of communication of communication, Also give them insight into soft skills and personality development for organizational growth.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic knowledge of business communication, interpersonal communication & personality development for Decision Making.	% Students are aware of the basic concept of business communication and personality development.	% Students having understanding about communication.	% Students Need More Efforts for developing communication & personality.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Marketing for Travel and Tourism****Session: Jul-Dec****Class: MBA (TM) I SEM**

I: Objective of course: the objective of this course is to provide understanding of the principles of marketing concepts and their applications in the tourism industry. The course provides students with a customer-oriented approach to marketing in tourism industry.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five practical/numerical problem(s), out of which a candidate is required to attempt any three. These questions would require the candidates to take decision on management problems considering quantitative and non-quantitative factors both and to defend their decisions. Relevant data leading to simple calculations for arriving at relevant figures will be given to them.

III: Course Outcomes (CO):

CO1 Identify core concepts of marketing & the role of marketing in business & society

CO2 Understand the market segmentation, target & positioning strategies.

CO3 Develop decisions making abilities related to tourism marketing and product life cycle process.

CO4 Develop an understanding regarding decision making & marketing processes and its practical application.

IV:PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		1		1	2		2	
CO2	3	2	1			2		2
CO3	2			2		3	1	
CO4	1	1	2		1			3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO: To understand the concepts of marketing and consumer behavior				
1	1.	Understanding Marketing & marketing process	Concept and scope of marketing	B.N.1-2
2			Marketing challenges in the digital age	B.N.1-2
3			Customer value	B.N.1-2
4			Customer satisfaction and retention	
5			Philosophies of marketing management	B.N.1
6			Presentation	
CO: 2				
LO: To understand the marketing environment and the consumers				
7	2.	Developing marketing opportunities	Marketing planning	B.N.1-2
8			Marketing environment	B.N.2-3
9			Marketing information system	B.N.2-3
10			Marketing research	B.N.2-4
11			Consumer buying behavior-model and factors affecting	B.N.2-3
12			Segmentation	B.N.1-2
13			Targeting	B.N.1-2
14			Positioning	B.N.1-2
15			Presentation	
CO: 3				
LO: To understand the marketing mix with respect to the consumers				
16	3	Developing the marketing mix	(i) Product and service – nature and classification	B.N. 2-3-4
17			Branding, new product development,	B.N. 2-3-4
18			Product life cycle	B.N. 2-3-4
19			(ii) Price – pricing considerations and approaches	B.N. 2-3-4

20		Initiating and responding the price changes	B.N. 2-3-4
21		(iii) Marketing channels overview	B.N. 2-3-4
22		Marketing channels types	B.N. 2-3-4
23		Marketing channels design	B.N. 2
24		(iv) Promotions: overview	B.N. 2
25		Advertising,	B.N. 2
26		Sales promotion,	B.N. 2
27		Personal selling,	B.N. 2
28		Direct Marketing,	B.N. 2
29		Public relation.	B.N. 2

CO:4**LO:** To understand the marketing communication and its impact on customer retention

30	4	Managing Marketing	Creating competitive advantage, the global market place, internet marketing	B.N. 2
31			Communication process	B.N. 2
32			Building customer relationship through satisfaction, value and retention.	B.N. 2

Note: case relevant to the subject should be discussed**VI: Book References:**

1. Morrison A.M.: Hospitality and travel, Delmar Thomson Publishing
2. Kotler Philip and Armstrong G.: Principles of marketing, PHI Publishing House
3. Bainer Paul, Marketing, Oxford University.
4. Winer, Rass, Marketing Managers, Pearson Publication.
5. Philip Kotler, Kelvin Lane Keller: Marketing Management, Pearson Education, India publication.
6. Stanton, WillamJ: Fundamentals of Marketing, McGraw Hill Publication.
7. Ramaswamy, V.S. and Namakemari, S : Marketing Management, McMillan Publication.
8. Bhattacharya K. Sisir: Marketing Management, National Publication House.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Marketing for Travel and Tourism			
MBA (TM) I Semester			
Goal: Students develop the understanding of marketing concepts, Scanning environment, developing marketing opportunities, Developing marketing mix and managing marketing communication.			
Objective: The objective of this course is to provide understanding of the principles of marketing concepts and their applications in the tourism industry. The course provides students with a customer-oriented approach to marketing in tourism industry.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Marketing and marketing process	% Students having the basic concept of developing marketing opportunities.	% Students having understanding about development of marketing mix including product, price, place, promotion.	% Students having understating of managing marketing and how to create competitive advantage.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Organization Behaviour****Session: Jul-Dec****Class: MBA (TM) - I Sem**

I: Objective of course: The Objective of this course is to help students to understand human Behaviour in organizations at cross cultural level so that they improve their managerial effectiveness.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 Understand the key concepts of organizational behaviour.
- CO2 Understand human behaviour in organizations at cross cultural level to improve managerial effectiveness.
- CO3 Understand group behavior in organizations, including power and politics and conflict.
- CO4 Develop a basic understanding of individual behavior.

To make the students aware of the various concepts, process and practices of HRD in the present Corporate world

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3	1		1			
CO 2	2	3	1					
CO 3	1	3			1			
CO 4	2	2	1		2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Organization Behavior	Definition, Model, Variables	B.N.2
2			Foundation of Individual Behavior: Biographical characteristics, ability	B.N.2
3			Personality	B.N.2
CO: 1				
LO: This unit will help the students to understand basic concept of OB and various theories of Personality.				
4	2	Perception	Definition, Process, Factors affecting perception	B.N.1
5			Social Perception, Perceptual Barriers	B.N.2
6			Values: Importance, Source& Types	B.N. 3
7			Attitudes- Source, types and theories of Attitude Formation	
CO: 1				
LO: This unit will help the students to understand Perception, Social Perception and Job Attitudes.				
8	3	Motivation	Definition, Process & Theories of Motivation	B.N.2
9			Motivation Applied- MBO, OB Mod, and Goal Setting & Job Design.	B.N.2
10	Case Study			
CO: 2				
LO: In this unit students will learn various theories of motivation that how motivated employees can lead to increased productivity and allow an organization to achieve higher levels of output.				
11	4	Learning	Meaning, Definition, Types, Theories of learning	B.N.1
12			Adjustment Entries Reinforcement, Techniques of Reinforcement, Punishment	B.N.1
13			Presentation	
Assignment- 1				
CO: 2				
LO: This unit will help the students to understand Learning theory and Techniques of Reinforcement				
	PART-II COST ACCOUNTING			
14	5	Job Satisfaction	Meaning, Factor Affecting JS & Outcomes of JS.	B.N. 4

15			Stress: Meaning, Causes, Effect and Coping Strategies.	B.N. 2
16			Case Study	
CO: 2				
LO: In this unit students will understand factors affecting job satisfaction and stress management strategies.				
17	6	Group Dynamics	Definition, Types	B.N. 2
18			Reason for joining groups	B.N. 2
19			Group Development Process	B.N. 3
20			Types of Group Structure.	B.N. 4
Assignment- 2				
CO: 3				
LO: Stages of group development, Group Structure, Group Processes and Group Dynamics will be learnt by the students in this Unit				
21	7	Power & Policies	Definitions	B.N. 4
22			Social Influence and Tactics of SI.	B.N. 4
23			Individual Power, Bases of Power	B.N. 4
24			Presentation	
CO: 3				
LO: In this unit students will learn Social Influence Tactics, Individual Power and Bases of Power.				
25	8	Interactive Behavior & conflict	A: Intra-Individual conflict- Conflict due to frustration, Goal conflict, Role conflict	B.N. 5
26			B: Interpersonal conflict- transactional Analysis, Johari Window	B.N. 5
27			C: Inter-group Behavior	B.N. 1
28			D: Managing conflict	
CO 1,4				
LO: This Unit helps the students to understand Conflict Process, Conflict Management Techniques and to solve various employee related problem.				

29	9	Organization Culture	Definition, Types of culture, Creating& Sustaining culture	B.N. 5
30			Organization Change & Development: Reasons for Change	B.N. 6
31			OD Techniques	B.N. 5
32			Case Study	
LO: The ninth unit will make the students understand relationship of culture with organizational behavior. They will also learn analyzing managing and changing organizational culture and Organizational development techniques.				
CO: 3,4				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. David S, Decenzo and Stephen P. Robbins: "Personnel/Human Resource Management", New Delhi, Prentice Hall Publication.
2. Stephen P. Robbins: "Organizational Behaviour: Concepts, Controversies, and Applications", New Delhi* Prentice Hall Publication.
3. Fred Luthans : "Organizational Behaviour", New York, McGraw Hill.
4. Harold Knootz/Donnell and Heinz Weihrich: "Essentials of management", New Delhi, Tata McGraw Hill Publication.
5. R.D. Agrawal "Organization and Management "New Delhi, Tata McGraw Hill Publication.
6. Parikh Margie, Organisatinar Behaviour, Tata McGraw Hill

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: ORGANIZATION BEHAVIOUR			
MBA I Sem			
Goal: To make the students aware of the various concepts, process theories and practices of OB in the present Corporate world.			
Objective: Objective of this course is to help students to understand Human Behaviour in organizations at cross cultural level so that they improve their managerial effectiveness.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students have knowledge and skills that OB specialists need in performing their strategic role and also understands how concepts and theories can be put into practice in a variety of organizations.	% students have lesser knowledge and skills that OB specialists need in performing their strategic role	% Offers minimal knowledge to articulate independently and creatively about Human Behavior and the cultural influences that affect our behavior	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INODRE
Lesson Plan

Subject: Management Principles and Practices
Class: MBA (TM)– I Sem

Session: July-Dec.

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.

III: Course Outcomes (CO):

CO1 To help the students gain understanding of the functions and responsibilities of manager

CO2 Discuss the evolution of management and behavioral science contribution.

CO 3 Discuss the evolution of management and behavioral science contribution.

CO4 Discuss the evolution of management and behavioral science contribution.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	1			2		2	
CO 2		2			2	3		

CO 3	3	2		2	2			1
CO 4	3			2	2	2	1	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concept of Management	Meaning and Functions of Management	B.N. 3, 5
2			Responsibilities of Managers	
3			Principles of Management	B.N. 3, 8
4			Is management art or science	

CO:1**LO:** Learn the concept of management and its relevance to modern industry.

5		Management thought	The Classical School Management Thought	B.N. 3, 5, 8
6			The Classical School Management Thought	B.N. 3, 5
7			Human Relation Theory	B.N. 3, 5
8			Decision theory, Management Science school	B.N. 3, 5

9			System Theory,	B.N. 3, 8
10			Contingency Management Theory	
CO: 2,4				
LO: It develops managerial skills and knowledge of basic management theories and principles among the students.				
11	3	Planning	Nature and Purpose of Planning, Advantages and Limitations of Planning	B.N. 5, 8
12			The Planning Process, Principles of Planning	B.N. 3, 8
13			Types of Planning	B.N. 5, 8
14			Instruments of planning: Strategies, rules and procedures	B.N. 3, 5
15			Methods, Standards	B.N. 3
16			Projects and budgets	B.N. 3
Assignment : Choose an Company/Institution of Your Choice, Explore the Importance of Management in it and Prepare a Report				
CO: 3,4				
LO: Understand principles of planning and various techniques.				
17	5	Organising and Directing	Meaning and importance of organization	B.N. 3, 5,8
18			Line,staff and lateral relationship	B.N. 5, 8
19			Directing or actuating.-nature	B.N. 3, 5
20			Theories of decision making,	B.N. 3,5
21			Types of decision making	B.N. 3,5
22			Group decision	B.N. 3,5
CO: 3,4				
LO: Develop understanding about organizational structures and its theories and also enables the students to get optimum output from available resources.				
23	5	Motivation and communication	Meaning and need and importance of motivation	B.N. 3, 5, 8
24			Theories of motivation	B.N. 3, 5
25			Theories of motivation,	B.N. 3, 5

26			Process and Strategies of communication	B.N. 5, 8
27			Leadership meaning and task of leaders	B.N. 3, 5
28			Theories of leadership	B.N. 5, 8
CO: 3,4				
LO	To impart students various motivational and leadership techniques for different situation.			
29	6	Coordination and control	Concept and methods of coordination	B.N. 3, 5
30			Concept and Process of Control	B.N. 3, 5
31			Types and Principles of controlling	B.N. 3, 5
32				
CO:3,4	Determining the application of information system on management decision making			
LO				
Assignment: Submit the Presentation				

VI: Book Reference:

1. Stephen P. Robbins, David A. Decenzo, Sanghmitra Bhattacharya, Madhushree Nanda Agarwal, **Fundamentals of Management**, Pearson Education, 2009
2. Kreitner, **Management Theory and Applications**, Cengage Learning, India, 2009
3. Robbins, **Management**, 9th edition Pearson Education, 2008,
4. Griffin, **Management Principles and Applications**, Cengage Learning, India First Edition
5. Harold Koontz, O'Donnell and Heinz Weihrich, **Essentials of Management**. New Delhi, Tata McGraw Hill, 2006
6. Stoner, **Management**, PHI Learning, 2008
7. Richard L. Daft, **Principles Of Management**, Cengage Learning, India, 2009

8. Neeru Vasishth, **Principles Of Management**, Third Edition**VII: Note:**

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Management Principles and Practices			
MBA I Sem			
Goal : Students examine a basic framework for understanding the role and functions of management and an explanation for the principles, concepts and techniques that can be used in carrying out these functions. Topics include planning, organizing, staffing, leading and controlling, as well as decision-making and managing change.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about management functions, responsibilities of manager, idea of tools and techniques to be used in the managerial activity.	% Students having understanding about management functions, responsibilities of manager.	% Students having understanding about management functions.	% Need More efforts for Learning about Functions of Management and Its Uses.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Travel & Tourism Industry****Session: Jul-Dec****Class: MBA(TM) - I Sem**

I: Objective of course: The main objective of this course is to develop a practical prospective on the travel and tourism industry. The knowledge of such will help students to understand the intricacies of the travel and tourism industry.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will consist of eight theory questions out of which student will be required to attempt any five questions

III: Course Outcomes (CO):

CO1 Understand various concepts of Travel & Tourism Industry.

CO2 Understand the historical development of Tourism in India.

CO3 To know the factors influencing the growth of travel and tourism industry.

CO4 To study the role of tourism organization.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1-	PO 2	PO 3-	PO 4-	PO 5-	PO 6-	PO 7-	PO 8-
CO1-	3						2	
CO2		1	2					
CO3				3	1			
CO4								1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Growth of Travel through Ages	Concepts, Definitions & Historical development of Travel	B.N. 1
CO: 1				
LO: Learned development of tourism industry.				
2			Industrial Revolutions	B.N.2
3			Effects of the Great War on the Transport System	B.N.2
4			Advent of the Jet	B.N.1
CO: 1				
LO: Learned development of tourism industry.				
5	3	Growth of Travel through Ages	Advent of High Speed Trains	B.N.1
6			Define Pleasure Travel	B.N.2
CO: 3				
LO: Learned development of tourism industry.				
7	4	Growth of Travel through Ages	Accounts of Famous Travelers& the Grand Tour	B.N.2
8			Origin of Annual Holiday Concept	B.N.2
CO: 3				
LO: Learn components of tourism and types of tourist.				
9	5	Growth & Development of Modern Tourism	Meaning, Nature, Elements &Basic Components of tourism	B.N.1
10			Types of Tourist	B.N.1
11			Tourist, traveler, excursionist	B.N.1
12			Presentation	
		Assignment- Based on Case Studies		
CO: 2, 3				
LO: Learn components of tourism and types of tourist.				

13	1	Growth & Development of Modern Tourism	Forms of tourism: Inbound, Domestic, International	B.N.2
CO: 1				
LO: Learn components of tourism and types of tourist.				
14	2	Growth & Development of Modern Tourism	Forms of tourism: Inbound, Domestic, International	B.N. 2
15			Causes of rapid growth	B.N. 2
16			Post - Second World War phenomenon	B.N. 3
CO: 3				
LO: Understand the motivation and psychology for tourism.				
17	3	Motivation for travel	Sociology of tourism	B.N.4
18			Sociology of tourism	B.N. 4
		Assignment- &Case Studies		
CO: 3,4				
LO: Understand the motivation and psychology for tourism.				
19	1	Motivation for travel	social significance of travel	B.N. 1
CO: 1,4				
LO: Understand the motivation and psychology for tourism.				
20	2	Motivation for travel	factors influencing the growth of tourism	B.N. 5
21			evolution of demand	B.N. 5
CO: 3				
LO: Understand the motivation and psychology for tourism.				
22	3	Motivation for travel	role of state in promoting social tourism	B.N. 5
23			basic travel motivations	B.N. 5
24			religion as a motivator	B.N. 1
CO: 3				
LO: Understand the role of tourism organization in development of tourism in India.				

25	4	Tourism Organizations	Need, factors influencing & types of tourism organization	B.N. 1,2
26	5		Role of ITDC, State Tourism Development Corporations	B.N. 1
27			ASI, Ministry of Railways &. Civil Aviation in tourism development	B.N. 1
28			Role and functions of Important Tourism Organizations	B.N. 1
29			WTO	B.N. 1
30			IATA, PATA	B.N. 1
31			TAAI, WTTC	B.N. 1
32			FHRAI.	B.N. 1
			Assignment- &Case Studies	

VI: Book References:

1. Jagmohan Negi : Tourism & Travel : Concepts and Principles, Gitanjali Publishing House.
2. A.K Bhatia : Tourism Development: Principles and Practices, Sterling Publication.

Suggested Readings:

1. Chuck Y. Gee, James C. Makens & Denter J.L. Choy : The Travel Industry, John Wiley & sons.
2. William C. Gartner : Tourism Development : Principles Process and Policies, John Wiley & sons.
3. Prannath Seth : Successful Tourism- Fundamentals of Tourism, Sterling Publishers Pvt.Ltd.
4. J.K Sharma : Tourism Planning and Development – A new Perspective, Kanishka Publishers
5. Cooper C, Fletcher John, and Gilbert D, Alan Fyall & Wanhill S: Touri- Principles & Practices.

Note: Examination

1. Class tests will be based on theoretical and practical aspect of the subject.
2. Class performance and discipline will be an important factor for assessing internal marks.
3. The result of each tests/assignment will be declared within one week.
4. Late submissions will not be accepted in any case.
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment
Subject: Travel & Tourism Industry
MBA (TM) – II Sem

Goal : To equip students with skills and expertise to minutely understand the scenario of Tourism Industry and accordingly prepare business strategies.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is best prepared to understand and respond to travel and tourism industry in India. Having overall knowledge of factors affecting this industry.	% enough knowledge and understanding of travel and tourism industry in India., having better understanding of factors .	% are quite low in concept understanding, weaker in understanding the scenario of travel and tourism industry.	% have poor understanding of subject, concepts are unclear or misunderstood. Majority of concepts are incorrect and required to put extra attention to develop subject based knowledge.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Financial Management****Session: Jan-June****Class: MBA (TM) - II Sem**

I: Objective of course: The Objective of the course is to enhance the understanding of the financial concept of Finance with basic focus on basic techniques like time value of money, Capital budgeting and the cost of capital, working capital management techniques.

II: Examination: Internal Marks: The faculty member will award internal marks out of 20(8 for test and 20 for class participation.) The semester examination carrying 80 marks will have two sections A and B. Section A contain 4 theory questions and student have to attempt 2 from them , Section B contain Practical Question from which student have to attempt any 3. All questions will carry equal marks.

III: Course Outcomes (CO):

- CO1 Understand the Financial Management, sources of finance and describe basic financial decisions.
- CO2 Evaluate the components of Working capital management & its impact on business decisions.
- CO3 Describe , Leverage, Budgeting, Cost of capital, Capital structure theories and analysis of the same by applying various techniques
- CO4 Analyze the investment decisions by using various financial tools and understanding of working capital, dividend decision

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1		2				
CO 2	1		3	3			2	
CO 3		2	3	2	3	2	2	
CO 4	1		3	2				2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1	1	Introduction	Financial concepts and Nature, Scope,	B.N.1

			Function and Objective of Financial Management. Concepts of Value Maximization and Profit Maximization.	
2			Finance function & its Relationship with other variables.	B.N.1
CO: 1				
LO: Define Financial Management & Basic Financial Decisions Involved in Business				
3	2	Receivables Management	Objectives ,Costs ,Benefits, Credit Policies	B.N.2
4			Collection Policies and Practical problems	B.N.2
CO: 2				
LO: Define the concept of Receivables management & its Business Importance				
5	3	Inventory Management	Objectives ,Costs ,Benefits of Holding Inventory	B.N.2
6			EOQ & ABC techniques Numerical.	B.N.2
CO: 2				
LO: Define the concept of Inventory management & its Business Importance				
7	4	Cash Management	Objectives ,Costs ,Benefits of Holding Cash, Factors Determining	B.N.2
8			Cash Budgeting : Numerical Type 1	B.N.2
9			Cash Budgeting : Numerical Type 2	B.N.2
CO: 2				
LO: Define the concept of Cash management & its Business Importance				
10	5	Working Capital Management	Concepts, Components, Determinants and Need of Working Capital	B.N.2
11			Computation of Working Capital by Operating Cycle method	B.N.2
12			Computation of Working Capital by Cash Cost method	B.N.2
CO: 2				
LO: Describe the concepts & methods of Working Capital management and Apply the tools to measure the amount of working capital requirement for an organization.				
13	6	Leverage Analysis	Computation and inferences of Degree of Operating Leverage, Financial Leverage and Combined Leverage.	B.N.3
14			Practical questions Type 1.	B.N.3

15			Practical questions Type 1.	B.N.3
16			Practical questions Type 1.	B.N.3
CO: 3				
LO: Describe Leverage, various types of risk associated with it and computation of leverage risk & Operating Risk & can analysis & recommend suggestive measures on the basis of analysis.				
17	7	Sources of long term Funds	Concept of Debt & Equity , Equity & Preference share	B.N.2
18			Debenture & Loans , Lease & Hire Purchase	B.N.2
19			Presentation	B.N.2
CO: 1				
LO: Describe Various Sources of Long Term Sources of Finance				
20	8	Concept & Measurement of Cost of Capital	Introduction ,Definitions Importance of Cost of Capital	B.N.1
21			Assumptions of COC	B.N.1
22			Concept of Cost of Capital, Computation of cost of Equity, Debt and Quasi Capital	B.N.1
23			Weighted Average Cost of Capital	B.N.1
24			Computations of Cost of Equity by all Models	B.N.1
25			Computations of Cost of Preference share & Debentures	B.N.1
26			Computations of Weighted Average Cost of Capital By Book Value & Market Values	B.N.1
27			Practical questions.	B.N.1
CO: 4				
LO: Describe the concept of Cost of Capital & its Computations				
28	9	Capital Budgeting	Introductions, Importance, Difficulties and Kinds of CB decisions.	B.N.4
29			Concept of Time Value of Money	B.N.4
30			Identifying the relevant cash Flows	
31			DCF and Non DCF methods of Investment Appraisal.	
32			Non DCF Methods -Practical Questions	

			DCF Method-Practical Questions	
				B.N.4
		Assignment- Based on Numerical/Case Studies		
CO: 4				
LO: Define the Capital budgeting Methods and Apply these methods to evaluate & Compare different types of Projects				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. I.M. Pandey, Financial Management, Vikas Publication House, 8th Ed., 2009
2. M.Y. Khan and PK Jain, Financial Management, Delhi, TMH, 4th Edition, 2007
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. S. P Gupta, Financial Management, Sahitya Bhawan Publication,
5. Brigham, Fundamentals of Financial Management, 10th, edition 2008, Cengage Learning,
6. Kulkarni, Financial Management, 2008, Himalaya Publishing House.
7. Chandra Bose Fundamentals of Financial Management, PHI, 2009
8. Sharan.V. Financial Management, Pearson Education; Second Edition, New Delhi.
9. Prasanna Chandra, Financial Management, New Delhi, TMH, 2004
10. Keown, Financial Management- principles & application 10th Ed Pearson Education, 2008
11. Shapiro, Capital Budgeting & Investment Analysis, Pearson Education 2008
12. Reddy G. S., Financial Management, 2008, Himalaya Publishing House

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Financial Management			
MBA (TM) II Sem			
Goal: To acquire the skills necessary to manage a financial firm, to describe and apply financial concepts, theories, and tools, and to evaluate the role of technology and the legal, ethical and economic environment as it relates to financial institutions.			
Objective: To understand the theoretical framework of finance problems and issues and apply these concepts in practice. Through this students will be able to enhance their knowledge and understanding of financial management and will learn how managers should organize their financial transactions effectively.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
___Students	___Students	___Students	___Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students shows exceptionally high understanding of business finance concept. Students show skills of financial analysis and making financial decisions according to analysis. Students also show high familiarity with the financial tools and relationship of these tools with managerial decision making.	___% students show strong understanding of concepts but making mistakes. Some time found difficult to relate with practical aspect of subject.	___% students show good understanding of concepts, found difficult to solve completely and stuck between the problems. Required more conceptual clarity for relating practical and theory.	___% students show basic understanding of concepts, and found very much difficult to show relationship between financial tools and managerial decision making.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INODRE
Lesson Plan

Subject: Travel Agency and Tour Operations Management
Class: MBA – II Sem

Session: Jan- Jun

I: Course Objective:

Travel agency & tour operation are integral part of travel & tourism industry without which both the aspects would not be possible. In this the students are required to learn the ropes of the industry in order to facilitate the procedure. Many students are likely to pursue their career in this field and hence it becomes imperative for them to get acquainted with both travel agency & tour operation business.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.

III: Course Outcomes (CO):

CO 1: Understand the significance of travel agency and tour operation business.

CO 2: Know the current trends and practices in the tourism and travel trade sector.

CO 3: Illustrating the Travel accounting procedures towards the tourist agencies and their functions for developing managerial skills

CO 4: Develop adequate knowledge and skills applicable to travel industry.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		1			3		3
CO 2		2				3		
CO 3	1	2						3
CO 4	3	3	3	2		3	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction	Segments of travel industry	B.N. 1, 3
2			International travel requirement	B.N. 1, 4
CO: 1, 4				
LO: The evolution of travel agency business in the world				
3	2	Introduction to travel agency & tour operation business	History	B.N. 2,4
4			Types of agencies	B.N. 3, 4
5			Types of organisation	B.N. 2
6			Sole proprietorship	B.N. 1
7			Partnership	B.N. 1
8			Corporate structure	B.N. 1
9			Organizational structure	B.N. 1
CO: 4				
LO: Understand the dynamic roles of travel agents and tour operators				
10	3	Starting level agency	Market Research & Provision of Investment	B.N. 3, 4
11			IATA rules and regulation	B.N. 3
12			IATA requirements and criteria for approval	B.N. 3
13			Approvals from various govt. bodies and non govt. bodies	B.N. 1, 3
14			Ministry of tourism and transport	B.N. 1
15			Ministry of external affair	B.N. 1
16			Railways	B.N. 1
17			Civil Aviation	B.N. 1,5
CO: 3				
LO: Understand the need for accreditation and government recognition and know the procedure				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18	4	Function of a travel agency	Travel Information	B.N. 3
19			Documentation : (a)Passport types & requirements	B.N. 3
20			Documentation : (b)Visas types & requirements	B.N. 3,5
21			Accommodation classification	B.N. 3
22			Accommodation rates & terms	B.N. 3
23			Room categories , Room rates categories , Reservation	B.N. 3
CO: 2				
LO: Understand the functioning of Reservation of Tickets, Hotel Rooms, Ground Services				
24	5	Domestic Ticketing	Issuance of a ticket	B.N. 3
25			PTA, Sales report	B.N. 3
26			Cruises types , procedures	B.N. 3,5
CO: 3				
LO: It enables the student to understand the procedures and issuance of ticket.				
27	6	Rail Travel	Eurail , Britrailete	B.N. 3
CO: 4				
LO: It enables students to understand rail travelling at national and international level				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
28	7	Product Development	Preparation of Itineraries	B.N. 3,5
29			Planning and Costing	B.N. 3
LO: Understand the need for itinerary planning and to know the methods of preparing tour itinerary				
30	8	Client service	Client service	B.N. 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understanding the need of client and to provide services to them.				
31	9	Tour Operation Techniques	Tour Operation Techniques	B.N. 3,5
32			Tour Operation Techniques	B.N. 3,5

LO: Understanding of various tour techniques.

VI: Book Reference:

1. Jagmohan Negi : Travel Agency & Tour Operation, Kanishka Publishers
2. A.K Bhatia : International Tourism Management , Sterling Publishers Pvt. Ltd.
3. L. K Singh : Management of Travel Agency , Gyan Publishing House
4. P.N Girija Prasad : Global Tourism : Principles and Practices , Adhyayan Publishers & distributors .
5. David Leslie and Jakki Holland : Tour operators and operations – Development , Management & Responsibility , CABI Publications

VII: Note:

1. There will be assignment/presentation of 10-15 minutes.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, marks of best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carry 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks,
5. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
6. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment**Subject: Travel Agency and Tour Operation Management****MBA (TTM) II Sem**

Goal : To have a general understanding of tour operation and its use in travel industry.

Objective: Understand the significance of travel agency and tour operation business and to the know the current trends and practices in the tourism and travel trade sector .Develop adequate knowledge and skills applicable to travel industry.

20-16 Marks**15-11 Marks****10-06 Marks****05-00 Marks****Students****Students****Students****Students****Outstanding****Accomplished****Meets the Criteria****Need Improvement**

___% students shows high orientation towards tour operation management . Shows complete understanding of techniques and able to plan tour for the client.

___% students shows good understanding towards tour operation management .Need of understanding of techniques and able to plan tour for the client.

___% students shows little understanding towards tour operation management .Need of clarity and understanding of techniques and able to plan tour for the client

___% students shows very basic understanding of tour operation management subject and find it difficult to plan or design tour for the client. Need improvement for conceptual knowledge

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Business statistics
Class: MBA (TM)- II Sem

Session: Jan-June

I: Objective of course: The objectives of the course are to equip the students with the mathematical and statistical techniques and their application to tourism problems. The emphasis will be on the concepts and application rather than derivations.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. section A contain 4 theory questions 'and student have to attempt 2 from them, section B contain 5 Practical Questions from which student have to attempt any 3. All questions will carry equal marks.

III: Course Outcomes (CO):

- CO1 To enhance the knowledge of statistics in business management
- CO2 Identify statistical tools needed to solve various business problems
- CO3 Students will be able to demonstrate understanding of statistical thinking and data analysis techniques for decision-making under uncertainty.
- CO4 Develop the skill of performing the calculations needed for various methods of analysis.

IV:PO-CO Mapping:HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			1			
CO 2	1		2	3		2		
CO 3	3			2			3	
CO 4		3	2			2		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
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1	1	Introduction to Statistics	Introduction to Statistics	B.N. 1
2			Meaning and Definition of Statistics,	B.N.1
3			Scope of Statistics	B.N.1
4			Limitations of Statistics	B.N.1
5			Role of Statistics in Management Decisions.	B.N.1
CO: 1				
LO: Identify statistical tools needed to solve various business problems				
6	2	Introduction to Measurement of Central Tendency	Introduction to Measurement of Central Tendency	B.N.2
7			Types of central tendency	B.N.2
8			Applications of central tendency	B.N.2
9			Introduction to Measures of dispersions,	B.N.2
10			Types of dispersion and its application	B.N.2
CO: 1,2				
LO: understand the importance of collection, analyzing and evaluating scientific data				
11	3	Sampling Theory	Introduction of sampling theory	B.N.4
12			Population, Sample	B.N.4
13			Parameter and Statistic of sampling	B.N.4
14			Presentation	
15			Types of sampling.	B.N. 4
Assignment- Based on Numericals				
CO: 3,4				
LO: Acquainted to access, retrieve and evaluate relevant information and scientific data reliably				
16	4	Probability Theory and Probability Distributions	Probability Theory and Probability Distributions: Concepts	B.N. 3
17			Additive, multiplicative and conditional probability rules	B.N. 3
18			Bayer’s Theorem	B.N. 3
19			Binomial and Poisson distributions	B.N. 3
20			Normal distributions- their characteristics and applications	B.N. 3
21			Practical Questions	B.N. 3

CO: 3,4

LO: Apply discrete and continuous probability distributions to various business problems

22	5	Correlation & Regression	Introduction to Correlation & Regression	B.N. 2
23			Karl Pearson's Coefficient of correlation	B.N. 2
24			Spearman's Coefficient of correlation	B.N. 2
25			Methods of computing simple correlation and regression	B.N. 2
26			Practical Questions	B.N. 2

CO: 2,3

LO: Develop the skill of performing the calculations needed for various methods of analysis.

27	6	Time Series	Time Series and its Components, Analysis	B.N. 8
28			Models of Time Series	B.N. 8
29			Methods of Studying Components of Time Series: Measurement of trend (moving average)	B.N. 8
30			exponential smoothing and least squares method	B.N. 8
31			Measurement of seasonal variations (simple average, trend, and moving average method)	B.N. 8
32			Measurement of cyclic variations (residual method).	B.N. 8

CO: 3,4

LO: Acquainted with integrating knowledge, resolve complex issues and present an opinion based on the available information

Assignment- Based on Numericals /Case Studies

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Richard I. Levin and D.S. Rubin, "Statistics for Management", New Delhi: Prentice Hall of India, 2000
2. S. P. Gupta, "Statistical Methods", New Delhi, Sultan Chand and Sons.
3. Bharat Jhunjhunwala: Business Statistics, S. Chand Publication.
4. S.C. Gupta, Indra Gupta: Business Statistics, Himalaya Publishing House.
5. Dr. J.K. Thukral: Business Statistics, Taxman's Publication.
6. J.K Sharma, Business Statistics, Pearson
7. J. N. Kapur and H. C. Saxena. "Mathematical Statistics", Sultan Chand and Company Ltd.
8. D. C. Sancheti and V. K. Kapoor, "Statistics: Theory, Methods and Applications", Sultan Chand and Sons.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Business statistics			
MBA (TM)- II Sem			
Goal: The <i>Statistics in Business</i> is for students to describe data and make evidence-based decisions using inferential statistics that are based on well-reasoned statistical arguments.			
Objective: The objective of this course is to familiarize the students with fundamental statistical tools which can help them in analyzing the business data. This course will provide students with hands-on experience to use statistical tools in order to make scientific decisions even in uncertain business environment.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having knowledge of Statistical methods and know how to correctly applied them. Their results and discussion well focused and included all important points.	% Students having knowledge of the statistical methods but their results are not specific	% Students having understanding about statistical methods but are not specific and poorly supported by criteria.	% Students Need More Efforts for applying statistical methods
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Cargo and Airline Management

Session: Jan- Jun

Class: MBA(TM) - II Sem

I: Objective of course: The primary objective of Cargo & Airline Management is to introduce the students about cargo industry of India and to impart the basic knowledge about trends of handling cargo business & Airline Management.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will consist of 8 theory questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO1: Understand the basic concepts and recent developments cargo management along with the documentations requires.
- CO2: Evaluate the different modes of transportation and preparation of INCO terms along with various schemes.
- CO3: Understand the basic concepts and recent developments airline management and regulatory authorities
- CO4: Develop skills related to the aircrafts and various abbreviations and terminology of Airline management

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		2	1	2	2	
CO 2		2	2	1				3
CO 3	2	2				2	1	
CO 4	2	2				1		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO:1				
LO: Understand the elements of cargo management system and the latest developments which have taken place.				
1	1	Introduction of Cargo Management:	Export- Import (a) procedure (b) documentation :	B1,B5
2			Post And Pre Export Import- (C) Clearance (D) Bank Negotiation of Documents	
3			(E) Units- 100% Export Oriented Units, Free Trade Zone, and Export Processing Zones, Software Technology Park, And Electronic Hardware Technology Park.	
CO: 1				
LO: Demonstrate the knowledge of commercial terms and other liabilities related to cargo management				
4	2	International Commercial Terms	Free On Board Cost, Cost Insurance And Freight.,	B2
5			Cargo Liabilities And Insurance: Marine Insurance , General Cargo Insurance And Relevant Clauses	
6			Mutual And Liability Insurance’s Claims And Procedures.	
7			Presentation	
CO: 1,2				
LO: Understand the elements of transportation system and the latest developments in logistics management which have taken place.				
8	3	Multimodal Transportation	Containerization, Combined Transport	B1,B2
9			Trade: Classification, Problems , Distribution Channels , Value Added Chain	
10			Logistic Management: Classification Models, Physical Infrastructure For Multimodal Transportation	
11			Container Freight Station, Dry Port	
12			Packaging , Palletization And Storage of Cargo	
13			Warehousing In India	
14			Presentation	
CO: 3,4				
LO: To know the Recent Trends in trade licenses and to develop a insight about Export and Import Policy.				
15	4	Foreign Trade Licenses:	Duty Exemption Passbook Scheme, Export Promotion Capital Good Schemes ,	B2

16			Special Import License, Duty Draw Back ,	
17			Open General License, Foreign License Authority	
18			Presentation	
CO: 1,4				
LO: Understand the process airline management in relation of cargo handling and insurance of goods in transit and various elements associated with the process				
19	5	Introduction of Airline Management	Aviation, History Of Aviation, Airline Working	B3,B4,B5
20			Airport Handling, YMS – CRC , Check – In Formalities	
21			Documentation, Abbreviations Pertaining To Airlines , Phonetics And Agencies Related With Aviation	
22			Regulatory Authorities In Aviation- ICAO, IATA, DGCA, AAI-(IAD , NAD)	
23			Presentation	
CO: 1,3,4				
LO: Understand the process airline management in relation of cargo handling and insurance of goods in transit and various elements associated with the process				
24	6	Airline Management	Load And Trim Sheet, Basic Understanding Of Weight Control.	B3,B4,B5
25			Baggage Handling: PIR, Lost Luggage Handling, Special Handlings, UM, HUM, YP, WCHC.	
26			Service Control, Seat Allocation, Coupon Handling, Post Flight Documentations	
27			Ramp Equipment: Trolleys Steps, Conveyor Belt, GPU, Ramp Safety And Precautions.	
28			Presentation	
CO: 3,4				
LO: Understand the process airline management in relation of cargo handling and insurance of goods in transit and various elements associated with the process				
29	7	Airline Management	Aircrafts Types, Maintenance Scheduling	B3,B4,B5
30			Coordination – Sales , Accounts, Reservations, ATC For Flight Operation	
31			Air Cargo- AWB, Dangerous Goods , Capacity And Configuration Live Stocks Etc.	

32		Presentation	
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Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Krishnaveni Muthiah, Logistics Management and sea borne trade . Himalaya publishing House.
2. C, Ramgopal , Import Export Procedure , New Age Publishing
3. Michael Allen sales, Air Cargo Management: Air Freight and Global Supply Chain, Routledge Publications.
4. Michael Allen sales, Aviation Logistics: The dynamic Partnership of Air Freight and Supply Chain, Kogan Page Publications.
5. Gianpaolo Ghiani, Gilbert Laporte & Roberto Musmanno: Introduction to: Logistics Systems Management, Wiley – Blackwell Publication.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Cargo and Airline Management			
MBA(TM) - II Sem			
Goal: Students will understand the logistic system of cargo management system and the concept of airline management along with its elements.			
Objective: Student will understand Cargo & Airline Management is to introduce the students about cargo industry of India and to impart the basic knowledge about trends of handling cargo business & Airline Management.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic knowledge of cargo management, international commercial terms, multimodal transportation, foreign trade licenses, airline management	% Students having the basic cargo management, international commercial terms, multimodal transportation and airline management	% Students having understanding about cargo management and airline management	% Students Need More Efforts on understanding the basic concepts of cargo and airline management.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Foreign Language – German**Session:** Jan - Jun**Class:** MBA (TM) - II Sem**I: Objective of course:** The objective of this subject is to help students to understand the basics German**II: Examination:** The faculty member will award internal marks out of 20. The end semester examination will be worth 80 marks.**III: Course Outcomes(CO):**

CO1 Enable student to understand the Culture, History Uses of foreign Language

CO2 Create ability in student to convert the English communication into Foreign Language

CO3 Enhance & Enrich students to apply their knowledge in writing reading and communicate verbally in Foreign Language

CO 4 Enable student to negotiate with a foreign Exporter & Importer.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

Course Outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
C01				3	1			
C02				3	3			
C03				3		2		1
C04				3	2	3		

V:Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Introduction to Germany	Introduction to Germany	Notes Provided by College
2			Introduction to Germany	Notes Provided by College
CO:1				
LO: Enable student to understand the Culture, History & brief about Foreign Language along with terminologies uses in foreign Language.				
3	2	Self-Introduction	Introduction	Notes Provided by College
4			Introduction	Notes Provided by College
5			Introduction	Notes Provided by College
6			Introduction	Notes Provided by College
7			Introduction	Notes Provided by College
8			Introduction	Notes Provided by College
9			Introduction	Notes Provided by College
CO:2				
LO: Enrich student with basic pleasantries and introduction of Foreign language along with translation of English Communication to Foreign Language.				
10	3	Timings	Timings	Notes Provided by College
11			Timings	Notes Provided by College
12			Timings	Notes Provided by College
CO:3				
LO: Develop the understanding of Verbs Article and Preposition & Student will be to make sentences by using them.				
13	4	Vocabulary	Vocab - Relations	Notes Provided by College
14			Vocab – Food Items	Notes Provided by College
15			Vocab – Days/Months/Colours	Notes Provided by College
CO:4				

LO: Enable student to communicate verbally in Foreign Language.				
16	5	Directions	Direction	Notes Provided by College
17			Direction	Notes Provided by College
18	6	Verbs	Verbs	Notes Provided by College
19			Verbs	Notes Provided by College
20			Verbs	Notes Provided by College
21			Verbs	Notes Provided by College
22			Verbs	Notes Provided by College
23	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
24			Letter Writing - Informal	Notes Provided by College
25	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
26			Letter Writing – Formal	Notes Provided by College
27	8	Preposition	Prepositions	Notes Provided by College
28			Prepositions	Notes Provided by College
29			Prepositions	Notes Provided by College
30	9	Trenbar Verbs	Trenbar Verbs	Notes Provided by College
31			Trenbar Verbs	Notes Provided by College
32			Trenbar Verbs	Notes Provided by College

VI: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII : Rubrics for Internal Assessment For Foreign Language –I**MBA (Tourism Management) II Sem**

Goal: Communicate effectively in a foreign language and interact in a culturally appropriate manner with native speakers of that language. Recognition of cultural values, practices, and heritage of the foreign country or countries studied.

Objective: Students achieve functional proficiency in listening, speaking, reading, and writing. Recognize culture-specific perspectives and values embedded in language behavior. Decode, analyze, and interpret authentic texts of different genres. Produce organized coherent discourse in oral and written modes.

16-20 Marks	11-15 Marks	05-10 Marks	00-04 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%....students were outstanding and able to meet maximum knowledge of course contents and also having good Communication skills, Verbal Communication and Written Communication	%.... students were accomplished .They have good knowledge of Language in course Contents, they were well aware about Verbal Communication and Translation of English Communication in	%.... students fall in this criteria. They have lack of knowledge about all the content of subjects which include only little portion in Translation and Verbal communication skills.	%.... students fall in this criteria. They are not well aware about Foreign Language also lack of good communication skills another factors which includes they have less knowledge of Vocabulary, Translation and

skills.	Foreign Language.		Verbal Communication skills.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: Geography for Tourism

Session: Jan- Jun

Class: MBA (TM) II SEM

I: Objective of the Course: To make students understands the basic concepts of physical geography.
The main objective of to create awareness of all important tourist destination countries in the world.

II: Examination: The faculty member will award marks out of a maximum of 30 marks (Internal Evaluation). The semester examination will be worth 70 Marks (External evaluation).

III: Course Outcomes(CO):

CO1 Students will able to know about Different Continents along with major tourist attraction.

CO2 Students will able to understand the geographic advantages of countries in Tourism.

CO3 Students will be able to understand the Strategic Location of the Countries

CO4 Students will be able to know about Wonders of the World

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	2	3						1
CO2			3	2				
CO3			1			3		2
CO4			2					3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction	Geography for Tourism	B.N. 1,2
2			Domestic Tourism	B.N. 1,2
3			International Tourism	B.N. 1,2
4	Group Presentation			
CO:1				
LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of North America				
5	2	North America	Overview of the Continent	B.N. 3
6			Geographical Location and Conditions of the continent	
7			Major Countries of the Tourist Attraction	B.N. 2,3
8			Political and Physical Map of Major Countries of the continent.	B.N. 4
CO:2,3				
LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of South America				
9	3	South America	Overview of the Continent	B.N. 3
10			Geographical Location and Conditions of the continent	
11			Major Countries of the Tourist Attraction	B.N. 2,3
12			Political and Physical Map of Major Countries of the continent.	B.N. 4
CO:2,3				
LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of Europe				
13	4	Europe	Overview of the Continent	B.N. 3
14			Geographical Location and Conditions of the continent	
15			Major Countries of the Tourist Attraction	B.N. 2,3
16			Political and Physical Map of Major Countries of the continent.	B.N. 4
CO:2,3				

LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of Asia				
17	5	Asia	Overview of the Continent	B.N. 3
18			Geographical Location and Conditions of the continent	
19			Major Countries of the Tourist Attraction	B.N. 2,3
20			Political and Physical Map of Major Countries of the continent.	B.N 5
21	Assignment			
22	Group Presentation			
CO:2,3				
LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of Africa				
23	6	Africa	Overview of the Continent	B.N. 3
24			Geographical Location and Conditions of the continent	
25			Major Countries of the Tourist Attraction	B.N. 2,3
26			Political and Physical Map of Major Countries of the continent.	B.N 4
CO:2,3				
LO: Students will be able to understand the Strategic Geographic Location and Major Tourist Attraction of Australia and Oceania				
27	7	Australia & Oceania	Overview of the Continent	B.N. 3
28			Geographical Location and Conditions of the continent	
29			Major Countries of the Tourist Attraction	B.N. 2,3
30			Political and Physical Map of Major Countries of the continent.	B.N 5
CO:2,3				
LO: Students will be able to get knowledge about famous wonders of the world.				
31	8	Wonders of the World	Famous Wonders of the world	B.N. 3
32			Famous Wonders of the world	
CO:4				

VI: Book References:

1. Sunil Baghla: Tourism Geography, Book Enclave Publication.
2. Philip G Davidoff, Doris S Davidoff & J. Doughlas, Tourism Geography, Prentice Hall India Publications.
3. M.Y. Khan: Tourism Geography, Wisdom Press.
4. Martin Oppermann: Geography and tourism marketing, Routledge publication.

VII: Note

1. There will be 2 group major assignment . Group size will be 4-5 students
2. There will be a Group presentations of 30 minutes
3. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment
5. Attendance will be multiplying factor as per given in academic plan

VIII :Rubrics for Internal Assessment

Subject- GEOGRAPHY FOR TOURISM

MBA TM II Sem

Goal : Students will understand the significance and concepts of Geography for Tourism.

Objective: To make students understands the basic concepts of physical geography. The main objective of to create awareness of all important tourist destination countries in the world.

16-20 Marks	11-15 Marks	05-10 Marks	00-04 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the Global Business Environment fundamentals fully.	%.... students are accomplished and able to articulate some perspectives of Export Pricing & Product Planning .	%.... students are lacking in basic understanding of Economic and Commercial Geography concept .	%.... students are not able to understand and grab the Economic and Commercial Geography fundamentals fully. Students need to develop understanding of

Students had good understanding of concepts related to physical (Longitudes, Latitudes, Oceans, trade routes), economic and commercial geography of important trading nations of the world .	Students had an insight and awareness about some concepts related to physical, economic and commercial geography of important trading nations of the world.		concepts related to physical (Longitudes, Latitudes, Oceans, trade routes), economic and commercial geography of important trading nations of the world .
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IX : Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

Lesson Plan

Subject: Consumer Behavior

Session: Jan - June

Class: M.B.A. (TM) III Sem

I: Objectives of course: The objective of the course is to equip the students with the concept and methods of Business Research. The students will be able to plan, design and carry out business research using scientific methods and prepare research report(s) / paper (s)

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases

III :Course Outcome (CO) :

CO 1 Understand various concepts of consumer behavior mechanism.

CO 2 Understand consumer behavior models to design advertising, product and overall business strategies.

CO 3 Apply knowledge of consumer demographics on business decision making for product, price and promotion & place..

CO 4 Able to determine potential factors influencing consumer decision making and brand selection.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1-		2					2	
CO2		3		2				
CO3						1	3	
CO4						2		1

V : Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
1	Unit 1	Introduction to Business Research	Meaning and concept	6&7
2			Methods of research	1,6,
3			Research Process	6,7
4			Identification and formulation of Research Problem.	1,6
A-1 First Assignment Submission within 3 Days				
CO: 1,2				
LO: Student will able to understand and analyze business problems and find proper and effective ways to answer those problems.				
5	Unit II	Research Design	Research Design :types	6,7
6			Research Design:, Need for Research Design Features of a good research design and	6,7
7			Variables and types of variables	1,6,
A-2 Second Assignment Submission within 3 Days				
CO: 1				
LO: It enables the students to formulate clearly research problems and understand and apply the major types of research design.				
8	Unit III	Measurement Methods	Hypothesis, Types and formulation of Hypothesis,	
9			Different research design-- Exploratory, Descriptive.	1,6,
10			Diagnostic and Survey Research	6,7
11			Measurement Methods: Interviews	6,7
12			Surveys. Observation	6,7
13		Measurement Methods	Content Analysis	6,7
14	Unit III		Measurement Scales	

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
15			Reliability and Validity of scales.	1,6
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO: Students will gain understanding of various scales and construct new scales.				
16	Unit IV	Data analysis	Hypothesis Testing, Parametric and Non-Parametric Tests,	1,6,7
17			Analysis of Differences between a Single Sample	6,8
18			Analysis of Differences between a Single Sample	6,8
19			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
21			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
22			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
23			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
24			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
25	Unit IV	Data Analysis	Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
26			Chi-square tests,	6,8
27			Chi-square tests,	6,8

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
28			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
29			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
30			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
A-4 Fourth Assignment Submission within 3 Days				
CO: 4				
LO: Student will able to understand and use various statistical tools available for hypothesis testing.				
31	Unit V	Sharing the Results	Sharing the Results. Reporting Research, Types of reports	1,6,7
32			Characteristics of a research report.	1,6,7
A-5 Fifth Assignment Submission within 3 Days				
CO: 4				
LO: It helps students to formulate and present effective research report.				

VI: Book Reference:

1. Shri Prakash Theory of Consumer Behaviour Vikas Publication ,2010
2. Hawkins, David, Consumer Behavior , 11E Tata Mcgraw Hill Dogra, B.LRural Marketing1e, Tata Mcgraw Hill
3. Blackwell, Consumer Behavior 1st 2008 Cengage Learning
4. Gopalaswamy,T P Rural Marketing- Environment, Problems& Strategies Vikas
5. Kashyap,The Rural Marketing Book (Text & Practice), Wiley 11
6. Satish Batra and Kazmi Consumer Behaviour Excel Books
- 7.U C Mathur Rural Marketing Excel Books
- 8.Badi & Badi Rural Marketing,2010 Himalaya Pub.House
- 9.Assel, H., “Consumer Behaviour”, 2008 Cengage Learning
10. Solomon M.R., “ Consumer Behaviour”, PHI

VII Notes :

There will be 2 group major assignment . Group size will be 4-5 students

There will be a Group presentations of 30 minutes.

Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.

If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment

Subject: Consumer Behavior

MBA (TM) III Sem

Goal : To equip students with skills and expertise to minutely understand the consumer behavior and accordingly prepare business strategies.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is best prepared to understand and respond to consumers' behavior through effective product and marketing management.	% enough knowledge and understanding of consumer behavior, having better understanding of factors drawing behavior in the market and respond efficiently to them.	% are quite low in concept understanding, weaker in estimating future behavior of the customers, Required more efforts for gaining knowledge of the subject.	% have poor understanding of subject, concepts are unclear or misunderstood. Majority of concepts are incorrect and required to put extra attention to develop subject based knowledge.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Information Technology for Tourism****Session: Jul-Dec****Class: MBA (TM) - III Sem**

I: Objective of course: Objective of this course is to understand the basic concept of E-commerce and its applications. And acquire the knowledge to use e-commerce for tourism for making effective decision.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will consist of eight theory questions out of which student will required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 Basic understanding of Computer fundamentals
- CO2 Knowledge about basic Computer peripherals and hardware systems
- CO3 Awareness of computer applications software and use of MS-Office
- CO4 Basic concept knowledge of e-commerce, its applications and stock trading in business

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2					1		
CO 2	1							
CO 3	1							
CO 4	3	1				2		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Computer Hardware's	Introduction to Computer, Applications & Advantages	B.N.1
2	1	Computer Hardware's	Data measuring units, Input devices and its usage	B.N.1
3	1	Computer Hardware's	Output devices and types	B.N.1
4	1	Computer Hardware's	Computer Storage Devices: Primary & Secondary, Its types	B.N.1
5	1	Computer Hardware's	Components of desktop PC and demonstration of computer parts	B.N.1
6	1	Computer Software's	Introduction, Types and Applications	B.N.1
Co:1 & 2				
LO: Describe the basics of computer				
7	2	Operating System (OS)	Introductions of OS, Categorization of OS, Features of OS	B.N.1
8	2	Operating System (OS)	Types of OS and comparisons of popular OS	B.N.1
9	2	Operating System (OS)	MS-DOS Introduction, Limitations	B.N.1
10	2	Operating System (OS)	MS-DOS commands	B.N.1
11	2	Operating System (OS)	Explanation of windows 7 OS features and functions in LAB	B.N.1
CO:2				
LO: Understanding about computer system software				
12	3	Communication and Protocols	Introduction, Role of protocols in communication	B.N.8
13	3	Communication and Protocols	Basic knowledge of computer network and its types	B.N.8
14	3	Communication and Protocols	Internet protocol, Types of protocols and their role	B.N.8
15	3	Communication and Protocols	TCP/IP and their role	B.N.8
16	3	Communication and Protocols	Applications of Electronic Communications Tools and Collaborative Tools	B.N.8

CO:1				
LO: Understanding of basics of Internet communication and role of protocol in communication.				
17	4	Database(DB)	Introduction of DB, Role of DB, Applications/Usage	B.N.7
18	4	Database(DB)	Types of DB Lab	B.N.7
19	4	Database(DB)	Database query introduction	B.N.7
20	4	Database(DB)	Creating and relating tables	B.N.7
21	4	Database(DB)	Basic queries for data analysis	B.N.7
22	4	Database(DB)	Import – Export of data in different formats	B.N.7
23	4	Database(DB)	Introduction to MS word	B.N.1
24	4	Database(DB)	Introduction to MS Excel	B.N.1
25	4	Database(DB)	Link of DB with other applications software	B.N.7
CO:1				
LO: Understanding of basics of database.				
26	5	E-commerce	Introduction , Role and Importance of E-commerce	B.N.6
27	5	E-commerce	Applications of E-commerce in business	B.N.4
28	5	E-commerce	E-commerce business models	B.N.6
29	5	E-commerce	Infrastructure required for E-commerce	B.N.6
30	5	E-commerce	Online stock market introduction	B.N.4
31	5	E-commerce	Online stock trading & Market Features	B.N.4
32	5	E-commerce	Capabilities and Limitations	B.N.4
CO: 5				
LO: Understanding the concepts of E-commerce and online stock market.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. P.K Sinha, Computer Fundamental, BPB Publications.
2. N. Shrivastava, Computer Application in Management, Dream Tech Press
3. Laudon, K.C & Laudon, Jane P. management Information System.
4. Zhou Zongqing, "E-Commerce & Information Technology in Hospitality & Tourism".
5. Jeannine Langer, "E-commerce: The Internet and its influence on the Travel Industry".
6. Ravi Kalakotta & Whinston B., "Frontiers of E-Commerce", Pearson Education, Reprint 2009 New Delhi
7. Ivan Bayross, "SQL / PLSQL", BPB Publications, New Delhi
8. William Stallings, Data and Computer Communication, Prentice Hall India
- 9.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Information Technology for Tourism			
MBA(TM) III Sem			
Goal : Students develop the ability to use information technology. Topics include an overview of information technology which includes computer hardware, software, electronic communication, network protocol, online stock trading and e-commerce.			
Objective: Students can understand fundamentals of information technology and use of IT in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the fundamental concept of computer hardware, software, electronic communication, network protocol and e-commerce and further to develop understanding of Information Technology for tourism for decision making.	% Students having the concept of computer hardware, software, and e-commerce for tourism for decision making.	% Students having understanding about basic computer functions and IT.	% Students need to put more efforts to understand concepts of Information technology.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Foreign Language – German II**Session:** July - Dec**Class:** MBA (TM) - III Sem

I: Objective of course: The objective of this paper is to impart working knowledge of one of the foreign language in the changing perspective of the global economy..

II: Examination: The faculty member will award internal marks out of 20. The end semester examination will be worth 80 marks.

III: Course Outcomes (CO):

- CO1: Student is able to use adjectives as per the requirement of sentence.
 CO2: Enable students to read and write in past perfect tense.
 Enrich students with business vocabulary which helps in writing official business letters.
 CO3: letters.
 CO4: Enhance the learning and knowledge of analyzing case studies.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1								2
CO 2								2
CO 3								2
CO 4								2

V: Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Introduction to Adjective	Introduction to Adjective	Notes Provided by College
2			Introduction to Adjective	Notes Provided by College
CO: 1				
LO1: Enable students to make use of Adjectives in an effective manner.				

3	2	Past Perfect Tense	Introduction to Past perfect	Notes Provided by College
4			Introduction past perfect	Notes Provided by College
5			Use of past perfect tense	Notes Provided by College
6			Preposition	Notes Provided by College
7			Preposition	Notes Provided by College
8			Vocab - Revision	Notes Provided by College
9			Vocab - Revision	Notes Provided by College
CO: 1				
LO2: Enrich students with basic of past perfekt tense and preposition.				
10	3	Business German Vocab	Letter Writing – Vocab	Notes Provided by College
11			Letter Writing - Informal	Notes Provided by College
12			Letter Writing – Formal	Notes Provided by College
13			Vocab –International Trade	Notes Provided by College
14			Vocab – International Trade	Notes Provided by College
15			Vocab – Official	Notes Provided by College
16			Translation – Exercise	Notes Provided by College
17			Translation – Exercise	Notes Provided by College
18			Verbs	Notes Provided by College
19			Verbs	Notes Provided by College
20			Verbs	Notes Provided by College
21			Ternbar Verbs	Notes Provided by College
22			Ternbar Verbs	Notes Provided by College
CO: 3				
LO5: Enable student to write an official business letter in German with proper use of Verbs.				
23	4	Formal Letter Writing	Letter – Hotel Reservation	Notes Provided by College
24			Letter – Railway Booking	Notes Provided by College
25			Letter Writing - Vocab	Notes Provided by College

26			Letter Writing - Offer	Notes Provided by College
27			Letter Writing - Enquiry	Notes Provided by College
28			Letter Writing - Exercise	Notes Provided by College
29			Vocab	Notes Provided by College
30			Bar Diagram - Exercise	Notes Provided by College
31			Pie Chart - Exercise	Notes Provided by College
32			Revision	Notes Provided by College
CO: 4				
LO12: Enrich students to explain the graphical representation through pie chart or bar diagram.				

VI: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VI: Rubric for Internal Assessment			
German-II			
MBA III Sem (TM)			
Goal : This course provides students with the knowledge and skills to communicate professionally with a foreign language on many levels including writing and speaking.			
Objective: To impart working knowledge of one of the foreign language in the changing perspective of the Global Economy.			
15-20 Marks	10-14 Marks	05-09 Marks	00-04 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Students having high understanding about adjectives, pronouns and tenses used in language. They are able to write formal letters and short paragraphs on topics in German language. They are also able to understand the reading comprehension of business case studies.	Students having understanding about adjectives, pronouns and tenses used in language. They are able to write formal letters and short paragraphs on topics in German language. At a basic level they are also able to understand the reading comprehension of business case studies.	Students show very basic understanding about adjectives, pronouns and tenses used in language. At some extent students are able to understand, write formal letters and short paragraphs on topics in German language. Students having very basic understanding about comprehension of business case studies.	Students having need of improvement for understanding of language.
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VIII: Scheme of internal marks

Class Participation			Internal Assessment		TOTAL 100	Final Internal Marks Out of 20
Presentation out of 20	Quiz out of 20	Assignment out of 20	Viva out of 20	Internal Out of 20		

Lesson Plan

IPS ACADEMY, IBMR, INDORE (M.P.)

Subject: Marketing Strategies**Session: Jul-Dec****Class: MBA (TM) – III Sem**

I: Objective of course: The objective of course is to provide the students exposure to modern marketing concepts, tools, techniques, and help them develop abilities and skills required for the performance of marketing functions.

II: Examination: The faculty member will award internal marks out of 20 (12 for tests and 8 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

CO 1 To identify and demonstrate the dynamic nature of the environment in which marketing decisions are taken and the implications of marketing strategy determination and implementation.

CO2 To analyze the relevance of marketing concepts and theories in evaluating the impact of environmental changes on marketing planning, strategies and practices

CO3 To identify the role of advertising, sales promotion, public relations, personal selling, and direct marketing in the promotion mix; compare and contrast integrated marketing communications with a non-integrated approach to the promotional mix.

CO4 To Illustrate how the international trade system, economic, political-legal, and cultural environments in a foreign country affect a company's international marketing decisions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					1		
CO 2	3			2				
CO 3								2

CO 4			3					
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Marketing Concepts	Difference between marketing and selling, Customer value and satisfaction, Customer delight,	B.N. 2
2			Conceptualizing tasks and philosophies of marketing management , scanning the marketing environment	B.N. 1,4
3			Marketing Mix elements, Marketing and corporate strategy.	B.N. 2,3
CO: 1 To analyze the relevance of marketing concepts and theories in evaluating the impact of environmental changes on marketing planning, strategies and practices.				
LO: Describe the conceptual Framework of Marketing				
4	2	Market STP	Market segmentation, Targeting, Positioning, levels of market segmentation.	B.N. 2,3
5			Patterns, procedures and requirement for effective segmentation.	B.N. 1,6
6			Selecting and evaluating the market segments, tools for competitive differentiation, developing a positioning strategy.	B.N. 2,4
CO: 1				
LO: Understand the selection and evaluation of market segments.				
7	3	Product Decisions	Product classification, Product mix	B.N. 2,6
8			Product life cycle strategies , product diffusion process, equity , challenges	B.N. 4,8
9			Repositioning , branding , packaging	B.N. 1,2,9
10			Introduction to labeling, new product development process.	B.N. 6,10
CO: 2				
LO: Understand the Product classification, branding, new product development process.				
11	4	Pricing Decisions	Pricing Decision framework , Pricing Objectives, Factors affecting pricing	B.N. 2,3
12			Demand estimating , Price elasticity	B.N. 2,5

13			Pricing methods and strategies , pricing practices	B.N. 2,6
			Internet pricing , transfer pricing, high sea pricing	B.N. 2,3,7
CO: 1,2				
LO: Compare different pricing strategies and how to finalize it for business.				
14	5	Distribution Decisions	Importance and functions of distribution channels	B.N. 1,6
15			Design of distribution channel , management of channels , distribution channel members	B.N. 3,9
16			Vertical and horizontal marketing systems , wholesaling and retailing , introduction to logistics	B.N. 2,7
17			Presentation	
Assignment- Based on Case Studies				
CO: 4				
LO: Compare different channels of distribution including vertical and horizontal marketing systems.				
18	6	Promotion decisions	Effective communication , integrated marketing communication and tools, marketing communication process	B.N. 7,10
19			Promotion mix , advertising , personal selling	B.N. 5,6
20			Sales promotion and publicity and public relations, direct marketing.	B.N. 3,4
CO: 3				
LO: Demonstrate the promotion mix.				
21	7	Marketing Strategies	Marketing strategies for leaders, challengers, followers and nichers expanding to market	B.N. 3,6
22			Defining market share and expanding market share Defining the strategic object and openness	B.N. 2,8,9
23			Choosing goal attacking strategies, market follower strategies.	B.N. 1,8
24			Presentation	
CO: 1,2				
LO: Comparing and deciding the marketing strategies for business.				
25	8	Emerging trends in marketing	An introduction to internet marketing	B.N. 1,10
26			Multilevel marketing and introduction to CRM	B.N. 2,9

27			Multi-level marketing and introduction of CRM	B.N. 2,6
28			CRM Process, E-marketing , Green Marketing	B.N. 3,8
29			Event marketing , Types of events, sponsorship	B.N. 6,10
30			Cause related marketing, Global marketing	B.N. 1,2,9
31			Concept of rural marketing , marketing for nonprofit organizations	B.N. 4,8,10
32			Case study	
CO: 2				
LO: Implementing the concepts of marketing.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kotler, Keller, Koshy Jha, Marketing Management – A south Asian perspective, Pearson.
2. Kurtz, Principles of Marketing In India, Cengage Learning, India
3. S. Neelaegham , Marketing in India, 3rd Edition, Vikas Publishing house.
4. Biplo Bose, Marketing Management , 2008, Himalaya Publishing House.
5. Paul Baines, Chris Fill, Kelly Page, Marketing, Oxford University Press
6. Lee Kiefer And Carter, Steve, Global Marketing Management, Oxford University
7. William L. Pride and O.C. Ferrell, Marketing Concepts and strategies, Boston, Houghton Mifflin Co.
8. Czinkota and Kotabe , Marketing Management , Cengage Learning India
9. West, Ford, Ibrahim , Strategic Marketing ,Oxford University.
10. Evans, Marketing Management ,Cengage Learning , India.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment**Subject: Marketing Strategies****MBA (TM) III Sem**

Goal: Students develop the ability to prepare and analyze strategies for increasingly complex international market. Topics include an overview of Marketing Mix, Market Segmentation, Targeting, positioning, Product Mix, Pricing decision framework, Transfer pricing, Design of Distribution channels, Integrated marketing communication, Promotion mix, Advertising, Personal Selling, Sales Promotion, Marketing strategies, CRM, Concept of Internet marketing, global marketing, rural marketing.

Objective: The objective of course is to provide the students exposure to modern marketing concepts, tools, techniques, and help them develop abilities and skills required for the performance of marketing functions.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of International marketing, product mix, promotion mix and further to develop understanding of marketing strategies for Decision Making.	% Students having the basic concept of market segmentation understanding of marketing strategies for Decision Making.	% Students having understanding about pricing and promotion decisions.	% Students Need More Efforts for developing marketing strategies and Basic Concept of product and marketing mix.

X: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Research Methodology****Session: Jan - June****Class: M.B.A. (TM) II Sem**

I: Objectives of course: The objective of the course is to equip the students with the concept and methods of Business Research. The students will be able to plan, design and earn out business research using scientific methods and prepare research report(s) / paper (s)

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases

III: Course Outcomes (CO):

- CO1 Identify, explain, and apply the basic concepts of research, such as variables, operationalization, sampling, reliability, and validity.
- CO2 Able to Identify and explain the difference between quantitative, qualitative, and mixed methods research and what types of research questions can be answered with each method
- CO3 Students will be able to distinguish a purpose statement, a research question or hypothesis and analyze the appropriate method and variables needed for the given research problem.
- CO4 Can construct a coherent research proposal that includes an abstract, introduction, literature review, research questions, ethical considerations, and methodology.

IV: PO-CO Mapping:HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		1	1		1	
CO 2	2	3		2				
CO 3	2	3	2		1		2	
CO 4		2	3	3		3		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
1	Unit 1	Introduction to Business Research	Meaning and concept	6&7
2			Methods of research	1,6,
3			Research Process	6,7
4			Identification and formulation of Research Problem.	1,6
A-1 First Assignment Submission within 3 Days				
CO: 1,2				
LO: Student will able to understand and analyze business problems and find proper and effective ways to answer those problems.				
5	Unit II	Research Design	Research Design :types	6,7
6			Research Design:, Need for Research Design Features of a good research design and	6,7
7			Variables and types of variables	1,6,
A-2 Second Assignment Submission within 3 Days				
CO: 1				
LO: It enables the students to formulate clearly research problems and understand and apply the major types of research design.				
8	Unit III	Measurement Methods	Hypothesis, Types and formulation of Hypothesis,	
9			Different research design-- Exploratory, Descriptive.	1,6,
10			Diagnostic and Survey Research	6,7
11			Measurement Methods: Interviews	6,7
12			Surveys. Observation	6,7

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
13		Measurement Methods	Content Analysis	6,7
14	Unit III		Measurement Scales	
15			Reliability and Validity of scales.	1,6
A-3 Third Assignment Submission within 3 Days				
CO: 3				
LO: Students will gain understanding of various scales and construct new scales.				
16	Unit IV	Data analysis	Hypothesis Testing, Parametric and Non-Parametric Tests,	1,6,7
17			Analysis of Differences between a Single Sample	6,8
18			Analysis of Differences between a Single Sample	6,8
19			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
21			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
22			Analysis of Differences between Two or More than Two Levels of an Independent Variable,	6,8
23			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
24			Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8

Lecture No.	Unit No.	Topic	Sub-topic	Reference Book Number
25	Unit IV	Data Analysis	Analysis of Designs with More than One Independent Variable, Analysis of relationships,	6,8
26			Chi-square tests,	6,8
27			Chi-square tests,	6,8
28			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
29			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
30			Analysis of Covariance (ANCOVA) and Use of Multivariate Analysis in Business Research.	6,8
A-4 Fourth Assignment Submission within 3 Days				
CO: 4				
LO: Student will able to understand and use various statistical tools available for hypothesis testing.				
31	Unit V	Sharing the Results	Sharing the Results. Reporting Research, Types of reports	1,6,7
32			Characteristics of a research report.	1,6,7
A-5 Fifth Assignment Submission within 3 Days				
CO: 4				
LO: It helps students to formulate and present effective research report.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book

1. William G. Zikmund, Business Research Methods, 7th edi. Cengage Learning, India.
2. K.N. Krishnaswamy, AppalyerSivakumar, M.Mathirajan, Management Research Methodology: Integration of Principles, Methods and Techniques, Pearson Education 2008
3. K. Sachdeva, Business Research Methodology, 2008, Himalaya Pub. House
4. Paul E. Green, Donald S. Tull, Research for Marketing Decisions, PHI. 5th edition 2008
5. Ranjeet Kumar, Research Methods, Pearson Education 2009
6. C.R.Kothari, Research Methodology Methods and techniques, New Age International Publications, Second Revised Edition
7. PrasantSarangi, Research Methodology, Taxman 2010
8. Bharat Jhunjhunwala, Business Statistics, S.ChandPublication .

Suggested Readings

1. Donald S. Tull, Del I. Hawkins, Marketing Research, Measurement and Methods, 6th edition, PHI Learning, 2009
2. NareshMalhotra and SatyaBhushan Das, Marketing Research: An applied Orientation, Pearson Education, 2008.
3. Mcburney, Research Methods, 7th edition, Cengage Learning, India.

VII: Note:

1. There will be five class tests /assignment/presentation of 10-15 minutes each without declaration of the date. It will be of 4 marks.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, marks of best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carry 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Business Research Methodology			
MBA (TM) II Sem			
Goal: To have a general understanding of research and its use in areas of management research.			
Objective: To grasp and comprehend the methods and techniques used in research and provide with the knowledge and skill to undertake research.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% students show high orientation towards research. Shows complete understanding of research concepts and able to plan business research using scientific methods for managerial decisions.	___% students show good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.	___% students show little understanding of research concept and need more clarity of concept for correlating and planning researches for managerial decisions.	___% students show very basic understanding of subject and find it difficult to plan or design research for managerial problems. need improvement for conceptual knowledge Need to correlate research concepts with managerial problems

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Hotel Operations & Management****Session: Jul-Dec****Class: MBA (TM) - III Sem**

I: Objective of course: The course aims at building all round awareness about hotel industry and its operation across the globe.

II: Examination: The faculty member will award internal marks out of 20 (8 for tests and 12 for class participation). The semester examination carrying 80 marks will consist of eight theory questions out of which student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 To understand specific situations and their impact upon hotel operations and hotel sector.
- CO2 To evaluate the service encounter and special characteristics of hotel industry.
- CO3 To understand the interdependencies and necessary skills for successful hotel operations.
- CO4 To understand the different structures within the hotel industry such as organizational structures.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	-	2	2	-	-	2	-
CO 2	3	1	-	-	1	-	1	-
CO 3	2	3	-	2	-	-	1	-
CO 4	2	-	-	3	-	3	1	-

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO1				
LO: To understand the procedure of reservation and registration for the hotels				
1	1	Reservation & Registration	Sources and modes of reservation, Types of plans,	B.N. 1
2			types of room rate, Discount and allowances.	
3			Group Reservation, Forecasting room reservation, Walk in reservation.	
4			Reservation chart and guest history card,	
5			Registration of guest at reception, Guest registration card.	
6			Arrival and departure register, C- Form, Lobby errand card, arrival and departure report.	
7			Case- Study	
8			Presentation	
CO: 1, 2, 4				
LO: Understand the working of office, its duties and responsibilities. Layout of department, and functions of various departments.				
9	2	Room Division	Hierarchy and Functions of front office and housekeeping department.	B.N.2
10			Attributes, duties and responsibilities	B.N.2
11			Inter-departmental coordination, Departmental Layout of housekeeping	B.N.2
12			Functions of various departments of housekeeping and front office	B.N.1
13			Yield management: Concept and function.	
14			Case- Study	
15			Presentation	
CO: 1,2,3,4				
LO: To understand the various operations of restaurant and its services.				
16	3	Restaurant Operations	Restaurant equipment: Types, standard sizes, care, cleaning and polishing of various equipment.	B.N.1

17			Duties of waiter, mise-en-scene a mise-en-place.	B.N.2
18			Welcoming the guest, Rules to be observed while laying a table and waiting at a table	
19			Different types of Services- Silver Service, American Service, French, Russian,	
20			Buffet Counter, Cafeteria, food court, Room Service and Bar service.	
21			Case- Study	
22			Presentation	

CO: 2, 3, 4**LO:** To understand the departure procedure and various formalities related to it.

23			Procedure involve in checking out a guest at front-office	B.N.2
24			Procedure involve in checking –out a guest at housekeeping department, Group check out procedure	B.N.2
25	4	Departure Procedure	Arrival and departure formalities for domestic and international tourist.	B.N.2
26			Case- Study	
27			Presentation	

CO: 5**LO:** To understand the concept of hotel industry in India, understand the working of leading hotel chains of India.

28			Leading multinational hotel chains operating in India	B.N.1
29	5	Hotel Operations in India	Public sector in Hotel Business-Role, Contribution and Performance	B.N.1
30			Time share establishments	B.N.1
31			Case – Study	
32			Presentation	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Travel Agency and Tour Operations, Foster D. Conducting Tour.
2. Deliers; Travel Agency and Tour Operations, JM Negi, Travel Agency
3. Management M.N. Chand ; Tour operations and Tour Guiding , J.N.Negi
4. S.K. Bhtnagar, Front Office Training Manual, Tata Mcgraw Hill
5. Sudhir Andrews, Hotel H.K. Training manual, Tata Mcgraw hills
6. ManojMadhukar, Proffessional House Keeping – Rajat Publications.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Accounting for Managers			
MBA TM III Sem			
Goal: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
Objective: The course aims at building all round awareness about hotel industry and its operation across the globe.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students are having a good understanding of working and structure of hotel industry. They are also aware about the status and working of hotel industry in India as well as leading chains of international hotels in India.	% Students having the basic understanding of working and structure of hotel industry. They are also aware about the status and working of hotel industry in India as well as leading chains of international hotels in India.	% Students having some amount of understanding about management functions and their operations applied in hotel industry.	% Students Need More Efforts for understanding the concepts of operations in hotel industry. .

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan

Subject: International ticketing
Class: MBA (TM) – III Sem

Session: Jul-Dec

I: Objective of course: the course covers the basic and advance level learning modules related to the aviation industry & international ticketing standards which will make students familiar with internationally used technologies.

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five practical/numerical problem(s), out of which a candidate is required to attempt any three. These questions would require the candidates to take decision on management problems considering quantitative and non-quantitative factors both and to defend their decisions. Relevant data leading to simple calculations for arriving at relevant figures will be given to them.

III: Course Outcomes (CO):

CO1 To understands the time calculations and the concept of standard and daylight saving time

CO2 Familiarization with air tariff and currency regulation, general rules.

CO3 Familiarization with passport viva currency, health regulation, different types of credit cards

CO4 Understanding of fare construction and mileage principles

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	2	3	2	1	1			
CO2	1	2	1	3		2		2
CO3		2	2	3		2	1	
CO4		3	1					

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO: To understand the geographical factors of aviation				
1	1.	Aviation Geography	IATA areas, sub areas, Sub regions	B.N.1
2			Time calculation: GMT variation,	B.N.2
3			Concept of standard time and daylight saving	B.N.2
4			Calculation of elapsed time	
5			Flying time and ground time	B.N.1
6			Presentation	
CO: 2				
LO: Familiarize with air tariffs and currency regulation and global indicators				
7	2	Familiarization of OAG	3 Letter city code & airport code	B.N.1,2
8			Airline designated code	B.N.2,3
9			Minimum connecting time	B.N.2,3
10			Global indicator – familiarization with air tariff	B.N.2,3
11			Currency regulation	B.N.2,3
12			NUC conversion factor.	B.N.1,3
13			NUC general rules	B.N.1,2
14			Presentation	B.N.1,2
15			Presentation	
CO: 3				
LO: understand the necessary requirements of passport visa, currency regulation, health regulation and passenger eligibility				
16	3.	Familiarization with TIM	Passport visa and currency regulation	B.N. 1,2
17			Custom regulation	B.N. 1,2
18			Health regulation	B.N. 2,3
19			Airport tax	B.N. 2,3
20			Passenger needing special attention	B.N. 1,2
21			Credit cards: concepts,	B.N. 2,3

22			Types and benefits, eligibility criteria	B.N. 1,3
23			Validity, insurance cover	B.N. 2,4
24			Different types of credit cards	B.N. 2,3
25			Presentation	
26			Presentation	
CO: 4				
LO: To understand the planning itinerary by air				
27	4	Planning itinerary	Planning itinerary by air	B.N. 1,3
28			Planning itinerary by air	B.N. 2,3
29			Presentation	
CO: 4				
LO: To understand the fare construction				
30	5	Introduction to fare construction	Mileage principles	B.N. 2
31			Fare construction with extra mileage allowance EMA	B.N. 2
32			Extra mileage surcharge	B.N. 2

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. OAG/ABC- IATA
2. Air tariff book – IATA
3. Mahinder chand, Travel agency management
4. R, Doganis, Airport business
5. Travel Information manual.

VII: Notes:

1. There will be individual assignment, presentations and group assignments
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: International ticketing			
MBA (TM) III Semester			
Goal: the students will be able to understand the global scenario of international ticketing.			
Objective: the course covers the basic and advance level learning modules related to the aviation industry & international ticketing standards which will make students familiar with internationally used technologies.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic understanding of geographical factors of aviation	% Students having the basic understanding of air tariffs and currency regulation and global indicators.	% Students having understanding about requirements of passport visa, currency regulation, health regulation and passenger eligibility.	% Students having understating of planning itinerary by air and fare construction.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Event Management
Class: MBA (TM) - IV Sem

Session: Jan- June

I. Objective of course: The purpose of this course is to acquire an in-depth knowledge about the MICE Management and to become familiar with the techniques and approaches for successful MICE Management

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 4 theory questions out of which students will be required to attempt any two questions. Section B carrying 60 marks will contain five practical/numerical problem(s), out of which a candidate is required to attempt any three. These questions would require the candidates to take decision on management problems considering quantitative and non-quantitative factors both and to defend their decisions. Relevant data leading to simple calculations for arriving at relevant figures will be given to them.

III: Course Outcomes (CO):

- CO1 Acquaintance with the basic concept of Financial, Cost, and Management Accounting.
- CO2 Preparation of financial statements in accordance with Generally Accepted Accounting Principles
- CO3 Develop critical thinking skills to analyze financial data as well as the effects of differing financial accounting methods on the financial statements
- CO4 Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3	2		3	2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to MICE & EVENT Industry	History and structure of Industry	B.N.2/B.3
2			Growth of Industry, Types of MICE & EVENT	B.N.2/B.N.4
3			Impact of Industry on stakeholders	B.N.2/B.N. 3
4			Latest trend in Industry	
5			Case study of major events	
CO: 1,2,3				
LO: Describe the conceptual framework of mice & event Industry				
6	2	Pre and post planning of organizing Events	Pre and Post planning of organizing Events	B.N.4/B.N.5
7			Event Managers and their Qualities	
8			Resources & Logistics Required for Conducting Events	B.N.3/B.N.4
9			Individual Events & Corporate Events, Conference & Convention Centers	B.N.3/B.N.4
10			Types of Venues for Conducting Events	B.N.1/B.N.3/B.N.4
11			Selection, Location, Theme	B.N.1/B.N.3/
12			Layout of Events	B.N.3/B.N.1/B.N.2
13			Application of Management Principles in Event Management,	
14			Steps Required to Conduct An a Successful event, event Budget, Legal Issues Related With Events.	B.N.1/B.N.2
CO: 1,3,4				
LO: To understand the basics of Pre and post planning of organizing Events				

15	3	Business Tourism & Event as a Tourism	Product Classification & Significance	B.N.2/B.N.4
16			Nature of Business Tourism & Types, Structure Of Business Tourism	B.N.2/B.N.3
17			Incentive Travel, Demand & Supply of Business Tourism Relationship between Events & Tourism Industry	B.N.2/B.N.3/B.N.1
18			Relevance & Applications of Event Technology – Video Conferencing, Tele Conferencing, LCD Projectors, Internet, Fax, E-Mail	B.N.2/B.N.5/B.N.1
19			Live Application discussion of above	
20			Real Life Examples Discussion	
CO: 1,2,4				
LO: To explore opportunities in Business Tourism and understand its Application.				
21	4	Players in Event Business ICBP, ICCA.	Players in Event Business ICBP, ICCA.	B.N.2/B.N.3/B.N.1
22			Historical & Heritage Sites	B.N.2/B.N.4/B.N.1
23			Classification of Events	B.N.2
24			Tourism Events & Events characteristics	B.N.1/2
25			Impacts & Limitations of Events	B.N.1/2
26			Live Cases	
27			Case Study Discussion	
Assignment Submission				
CO: 1,3				
LO: To develop concept base of Tourism Events & Big Players involved.				
28	5	Risk & Security Management Security Issues	Risk & Security Management Security Issues	B.N.1/2/4
29			Crowd Management, Major Risk	B.N.1/2/3

30			Emergency Planning, Incident Reporting & Emergency Procedures	B.N.1/2/5
31			Presentations	
32			Presentations	
CO: 1,2,3				
LO: Describe the conceptual framework of Risk & Security Management Security Issues				

VI: Book references:

1. Coleman, Lee & Frankle (1991), Powerhouse Conferences. Educational Institute of AH & MA.
2. Hoyle, Dorf & Jones (1995), Meaning conventions & Group business. Educational institute of AH & MA.
3. Montgomery, R.J. 1994, "Meeting, Conventions and Expositions : VNR, New York
4. Hoyle, L.H., TJA Jones (1995) "Managing Conventions and Group Business", Educational Institute of AM & MA
5. Anton Shone & Bryan Parry , "Successful Event Management" Thomson Learning; Auflage
6. George G Fenich , "Meeting Expositions , Event & conventions : An introduction to the Industry" (International Edition)
7. Hoyle , Dorf & Jones , "Meaning conventions & Group Business"

VII: Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation activity like Role play, Group discussion, etc. carries 1 marks.
4. Class presentation constitutes 5 marks for each student either in group or as individual.
5. Assignment submission of case study analysis carries 5 marks.
6. Group discussions to be organized fortnightly and 5 marks to be allotted.
7. One internal test to be conducted after the syllabus completion will carry 5 marks.

VIII: Rubric for Internal Assessment			
Subject: Event Management			
MBA (TM) IV Sem			
Goal : Students will understand the significance and concepts of MICE Management			
Objective: To acquire an in-depth knowledge about the MICE Management and to become familiar with the techniques and approaches for successful MICE Management			
23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the Application of Event Management and Tourism Business fully. Students have good understanding of concepts related to Types of MICE & EVENT, Latest trend in Industry ,Pre and post planning of organizing, Applications of Event Technology ,Players in Event Business like ICBP & ICCA, Risk & Security Management ,Security Issues, Crowd Management, Major Risk, Emergency Planning, Incident Reporting & Emergency Procedures.	%.... students are accomplished and able to articulate some perspectives of Event Management and Tourism Business fully. Students have good understanding of concepts related to Types of MICE & EVENT, Latest trend in Industry ,Pre and post planning of organizing, Applications of Event Technology ,Players in Event Business like ICBP & ICCA, Risk & Security Management ,Security Issues, Crowd Management, Major Risk.	%.... students are lacking in basic understanding of Event Management and Tourism Business.	%.... students are unable to understand and grab the Application of Event Management and Tourism Business fully. Students have good understanding of concepts related to Types of MICE & EVENT, Latest trend in Industry ,Pre and post planning of organizing, Applications of Event Technology ,Players in Event Business like ICBP & ICCA, Risk & Security Management ,Security Issues, Crowd Management, Major Risk, Emergency Planning, Incident Reporting & Emergency Procedures.

IX: Scheme of internal marks

Class Participation+ Discipline	Class Presentation	Case study analysis/ assignment	Class Test
5	5	5	5

Lesson Plan**Subject:** Economics of Tourism**Session:** Jan- Jun**Class:** MBA(TM) – IV Sem

I: Course Objectives: The objective of this course is to develop understanding in the students about the nature of economics in general and tourism relevant to demand, supply, pricing and impact in the global world.

II: Examination: The faculty member will award internal marks out of 20. The semester examination carrying 80 marks. The paper will have 7 theory questions out of which students will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1: Demonstrate knowledge of fundamental economic concepts and principles related to economics of Tourism in Indian perspective
- CO2: Awareness of the necessary analytical tools to analyze decision making by individuals in terms of utility revenue and demand and revenue.
- CO3: Understand the economic contribution of tourism and factors influencing supply of tourism and determine prices related to market imperfections.
- CO4: Demonstrate analysis involving benefits and losses including forecasting demand with Special reference to the Indian Economy

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		2				2	
CO 2		1			2			1
CO 3	1	2		2	1	3	2	2
CO 4		3	2	3	3	2	1	3

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Fundamental Concepts of Tourism Economics	Fundamental Concepts and working of economy	B.N. 1, B.N.2
2			Major problems of Tourism Economics	B.N. 1, B.N.3
3			Market for tourism products and economic development and tourism associated with Indian Economy	B.N. 2
4			Case Study	B.N. 2
CO: 1				
LO1:Understand the economic concepts and importance of economic approaches in managerial decision making				
5	2	Economics of Consumer Analysis	Law of Diminishing Marginal Utility	B.N. 1, B.N.2
6			Law of substitution and consumer surplus	B.N. 1, B.N.2
7			Concepts of demand	B.N. 3
8			Determinants of demand	B.N. 2, B.N.3
9			Tourism demand and elasticity	B.N. 1
10			Price and Total revenue	B.N. 1
11			Income Elasticity	B.N. 1
12			Cross elasticity	B.N. 1
			Case Study	B.N. 1
13	Assignment			
CO: 2				
LO2:To understand the concepts of consumer surplus and producer surplus and how demand and supply analysis determine the prices and quantities of goods and services				
14	3	Supply and Pricing in Tourism	Supply and characteristics of tourism services	B.N. 1, B.N.4
15			Price and non price factors influencing tourism supply	B.N. 1, B.N.4
16			Suply and elasticity	B.N. 1, B.N.4

17			Costing and pricing of tourism product	B.N. 1, B.N.2
18			Concept of price determination under perfect , imperfect market and monopoly market	B.N. 1, B.N.2
19			Concept of price determination under oligopoly market and Case Study	B.N. 1, B.N.2
20	Presentation			
CO: 3				
LO3:Learn how cost are measured and they vary in short and long run				
21	4	Economic Contribution of Tourism	Developing measures and impacts (direct, indirect etc)	B.N. 1, B.N.3
22			Regional Economic models	B.N. 2, B.N.3
23			Tourism multiplier impact meaning and types	B.N. 2, B.N.4
24			Misuse of tourism multiplier	B.N. 1, B.N.3
25			FDI in Tourism& Case Study	B.N. 1, B.N.3
26	Presentation			
CO: 4				
LO4:Demonstrate detailed understanding of characteristic output and price determination in various market and structure				
27	5	Demand Forecasting	Importance, concept of break even point, tourism development	B.N. 1, B.N.2
28			Cost benefit analysis and project feasibility study	B.N. 1, B.N.2
29			Sectors of Indian Economy with reference to tourism	B.N. 1, B.N.3
30			Sectors of Indian Economy with reference to tourism and State tourism development Corporation	B.N. 1, B.N.4
31			Case Study	B.N. 1, B.N.4
32	Assignment			
CO: 4				
LO5:Understand the mechanisms that determine how markets operate				

VI: Book References:

- 1 Dwivedi D.N Managerial Economics, S. Chand & Sons, New Delhi
- 2 "Mehta, P.L managerial Economics, Sultan Chand New Delhi
- 3 "MetinKozak and Mugla , Tourism Economics, Concept and Practices, Nova Science Pub Incorporated
- 4 Stabler Mike J; Andreas, P., M, Thea , S. The economics of tourism, Routhledge Pub (2nd edit)
- 5 Jiambalavajames, Managerial Economics, Cenage Learning

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Micro Economics**MBA (TM) – IV Sem**

Goal : To have a general understanding of Economics of Tourism

Objective: The objective of this course is to develop understanding in the students about the concepts and tools of economic analysis relevant for business Decision Making in Tourism Economics

12-15 Marks	08-11 Marks	04-07 Marks	00-03 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__% students shows high orientation towards the theories of -economics . The scope and managerial importance of microeconomic theories and its role in the decision making or strategies shows complete understanding of theoretical concepts and able to take wise business decisions by using scientific methods of Tourism Economics	__% students shows good understanding of concepts, but need to correlate these concepts more appropriately with tourism economic problems.	__% students shows little understanding of concept and need more clarity of concept to correlate the practical and theoretical approach.	__% students shows very basic understanding of subject and find it difficult to apply microeconomic theories to tourism economics problems. Need improvement for conceptual knowledge Need to correlate the concepts with tourism problems

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 100	Final Internal Marks Out of 20
Presentation out of 20	Quiz out of 20	Assignment out of 20	Viva out of 20	Internal Test Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Foreign Exchange Management****Session: Jan- June****Class: MBA(TM) - IV Sem**

I: Objective of course: The objective of this course is to acquaint the students with the basic of FOREX markets trends and its utility in tourism industry

II: Examination: The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks which contain one numerical problem .All questions will carry equal marks.

III: Course Outcomes (CO):

- 1 Knowledge of theories of foreign exchange and international Forex markets, risks and reserves.
- 2 Structure, organization and administration of foreign exchange regulatory Bodies.
- 3 Organization of Institutional bodies and sources involved in foreign exchange finance.
- 4 Insights of balance of payment issues, exchange risk management and currency convertibility.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3	2		3	2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Theory of Foreign Exchange.	Meaning and need of foreign exchange.	B.N. 1
2			International Monetary System	B.N.1
3			International Forex Market	B.N.1
4			Risks balance of payment ,Forex Reserves	B.N.1
5			Currency convertibility –Partial &full	B.N.1
CO: 1,2				
LO:. Understand the theories of foreign exchange relating to various concept of foreign exchange.				
6	2	Indian Forex Market	Retail and wholesale market and their activities	B.N.2
7			Administration of forex market	B.N.2
8			Role of FEMA,RBI&FEDAI	B.N.2
9			Exchange Control	B.N.2
10			Ads &AMCs	B.N.2
11	3	Exchange rate Mechanism	Factor Affecting exchange rate.	B.N.2
12			Types of quotation	B.N.2
13			Different types of rates quoted by Ads and their application	B.N.2
14			Forecasting exchange rates and numerical problems	B.N.1
15		presentation		
CO: 1,2				
LO: Demonstrate the role and administration of forex market and exchange rate mechanism.				
16	4	Exchange risk management	Hedging through forwards	B.N. 3
17			Options	B.N. 3
18			Swap	B.N. 3
19			futures	B.N. 3
20	presentation			

21	5	Finance to Foreign Trade	Export Finance	B.N. 4
22			Import Finance	B.N.4
23			Factoring and forfeiting	B.N. 4
24	6	International Institution and Organization	IMF	B.N. 4
25			IBRD	B.N. 5
26			ADB	B.N. 5
27			ICC	B.N. 5
28			ICU,ACU	B.N.2
29			Trend in Forex Market	B.N.2
30			Concept of GDR,VDR	B.N.2
31			Foreign Bonds	B.N.2
32			Euro Bonds	B.N.2
CO: 3,4				
LO: Understand the working and organization of various International Institution.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. C Jeevnandanam,, Foreign Exchange and Risk Management, Schand Publications.
2. Seethapathi subbulaksmi V, foreign exchange Management, ICFAI University Press.
3. B.K. Chaudhary, O P Agarwal , Foreign Trade and Foreign Exchange , Himalaya Publication House.
4. Ready Reckoner & Master Circular , Guide to FEMA.
5. Sinclair, M.T. and stabler , M, 1997, The Economics of tourism, London, routledge.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject :Foreign Exchange Management			
MBA(TM) - IV Sem			
Goal : Students develop the ability to understand theories of foreign exchange and international Forex markets, risks and reserves .To know the Structure, organization and administration of foreign exchange regulatory Bodies Organization of Institutional bodies and sources involved in foreign exchange finance .The Insights of balance of payment issues, exchange risk management and currency convertibility.			
Objective: To acquaint the students with the basic of FOREX markets trends and its utility in tourism industry			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic knowledge of concept ,theories ,Structure, organization and administration of foreign exchange and international Forex markets, risks and reserves .	% Students having the basic knowledge of concept ,theories ,Structure, organization and administration of foreign exchange and international Forex markets, risks and reserves .	% Students having ,Structure, organization and administration of foreign exchange	% Students Need More Efforts for. ,understanding Structure, organization and administration of foreign exchange

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE**

Lesson Plan

Subject: Human Resource Management in Tourism

Session: Jan-June

Class: MBA (TM) IV Sem

I: Course Objective: The objective of this course is to help the students develop an understanding of the dimensions of the management of human resources, with particular reference to HRM policies and practices at international level in tourism industry.

II: Examination faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 To make the students aware of the various concepts, process and practices of HRD in the present Corporate world.
- CO2 To enable the students to work as a catalyst who can enhance cordial work relations in an organization.
- CO3 To understand the concept of work-life balance along with their career advancement.
- CO4 To develop a holistic approach towards culturally diverse employees.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			3	1		3
CO 2		2		1	2	3	1	1
CO 3	1	1	2	3	1	2		1
CO 4		1		3		2	1	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	Introduction to HRM	Concept and Meaning of HRM	B.N. 3/B.N.2
2			Evaluation and Relevance of HRM	B.N. 3/B.N.2
3			HRM functions	B.N. 3/B.N.2
4			HRM in Indian and Global Scenario	B.N. 3/B.N.2
5			Human Resource Policies	B.N. 3/B.N.2
6			Case Study :Chaitanya Kaushal Trust	B.N. 5 Pg 33
CO:1				
LO: This Unit will help the students to understand the basic concepts of HRM, HRM functions and HR policies. This unit will also help the students to understand Indian and global Scenario in HRM.				
7	2	Procurement	Job Analysis, Job Description, Job Specification	B.N. 3/B.N.2
8			Human Resource Planning-Concept and Process	B.N. 3/B.N.2
9			Human Resource Information System. Steps of HRIS	B.N. 3/B.N.2
10			Recruitment, Sources of recruitment, Selection, Stages in selection process	B.N. 3/B.N.2
11			Global Scenario in HR Acquisition	B.N. 3/B.N.2
12			Case Study : Importance of Assumptions	B.N. 5 Pg 52
Assignment (Worksheet)				
CO:1,2				
LO: The second unit makes the students understand the Human Resource Acquisition Process and Global Scenario in HR Acquisition.				

13	3	Training & Development	Meaning and Importance	B.N. 4/B.N. 1
14			Training Methods	B.N. 4/B.N. 1
15			Process	B.N. 4/B.N. 1
16			Orientation	B.N. 4/B.N. 1
17			HRD mechanism, HRD for Organisational Effectiveness	B.N. 4/B.N. 1
18			Case Study: God Helps Celestine	B.N. 5 P.89
CO:1,2				
LO: Human Resource Training and Development process and method will help the students to understand the development of effective training programmes. HRD mechanism for organizational effectiveness will be learnt by the students in this unit.				
19	4	Performance Appraisal	Basic Concepts Objectives and Process of Performance Appraisal Systems	B.N. 3/B.N.2
20			Performance verses Potential Appraisal	B.N. 3/B.N.2
21			Types of Employee Appraisal Systems, New Trends in Performance Appraisal Systems at Global level,	B.N. 3/B.N.2
22			Succession Planning, Career Planning and Assessment Centers	B.N. 3/B.N.2
23			Case Study : The Bulge	B.N. 5 Pg139
CO:1,3				
LO: This Unit will make the students understand Appraising and Improving Performance by Performance Appraisal Systems. It will also help to understand Potential Appraisal, Succession Planning and Career Planning used by MNCs for employees to improve their performance.				
24	5	Maintenance of Human Resources	Job Evaluation, Incentive and Reward System, Objectives	B.N. 1/ B.N.3
25			Major Phases of Compensation Management, Cross-national variation in reward structures	B.N. 1/ B.N.3
26			Case Study : Troubles never come singly	B.N. 5 P.125

CO:1

LO: This Unit will help the students to understand the importance of Job Evaluation Incentive and Reward System. The various methods of calculating the wages will also be learnt by the students.

27	6	Knowledge Management	HRM Knowledge & knowledge transfer, knowledge and situation cognition	B.N. 1/ B.N.3
28			Implications for knowledge transfer, knowledge management in multinational companies,	B.N. 1/ B.N.3
29			Knowledge management & International HRM.	B.N. 1/ B.N.3
30			Case Study- A Foreign Business Partner	B.N. 5 P. 197
31	Presentation			
32	Presentation			

CO:4

LO: The last Unit makes the students understand the importance of Knowledge Management in various multinational companies & International HRM.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 V. S. P. Rao, Human Resource Management, Vikas Publications.
- 2 Dessler, Verckey, Human Resource Management, Pearson Education, 2009
- 3 K. Asawatthapa International Human Resource Management, TMH, 2007
- 4 Subba Rao, Essential of HRM and Industrial Relation, 2008, Himalaya Pub. House
- 5 H. Kaushal: Human Resource Development, MacMillan

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII Rubric for Internal Assessment			
Subject: Fundamentals of Human Resource Management			
MBA TM IV Sem			
Goal: To provide a strong grounding in broad-based fundamental human resource management knowledge and skills to prepare students for meaningful and productive careers as human resource managers and professionals.			
Objective: To develop the student's ability to think critically and analyze opportunities to improve organizational performance through human resources management and also to provide student with analytical skills to utilize Human Resources metrics and technological applications to enhance the effectiveness of recruitment, training, development and retention of human resources.			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organizational working.	___% students shows good understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organizational working at some extant	___% students show little understanding of the dimensions of the management of human resources but students find it difficult to connect the various theories of human resources with organizational working.	___% students show very basic understanding of subject and incapable to connect various aspects with organizational working.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Entrepreneurship****Session: Jan-Jun****Class: MBA (TM) IV Sem****I: Course Objective:**

The purpose of this course is to acquire in-depth knowledge about the entrepreneurship Development and to become familiar with the techniques and approaches required for a successful entrepreneur.

II: Examination:

The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes (CO):

- CO1 To acquire in-depth knowledge about Entrepreneurship process and its Development.
- CO2 Application of Theoretical concepts into practice while facing business problems.
Contributes in Developing Reasoning and Analytical ability to foster Decision Making.
- CO3
- CO4 Nurturing Entrepreneur Skills and Leadership Abilities.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3						
CO 2		3						
CO 3	1	2						
CO 4		3						

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Entrepreneur & Entrepreneurship	Definition and Theories.	B.N.5/B.N.7
2			Entrepreneurship environment — Socio- economic, Cultural, Political & Natural	B.N.5/B.N.7
3			Characteristics of Entrepreneur & Entrepreneurial Behaviour.	B.N.5/B.N.7
4			Case Study:- Entrepreneurship--Luck or Persistence	B.N.5/B.N.7
5			Student Assignment	
CO: 1				
LO: Understanding Concept of being an Entrepreneur; Decision making Process, Role, Ethics , Responsibility & Opportunities for an entrepreneur				
6	2	Small scale enterprises in Tourism and Travel Business	Ownership structure and organizational framework of small scale enterprises in Tourism and Travel Business	B.N.5/B.N.7
7			Venture Creation and Management.	B.N.5/B.N.7
8			Case Study: - Calamity to Prosperity, NIRMA	B.N.5/B.N.7
9			Group Discussion	
CO: 2				
LO: Understanding the ownership structure and organizational framework of small scale enterprises in Tourism and Travel Business, Venture Creation and Management				
10	3	Preparation of business plan and managerial process in small scale enterprise	Preparation of business plan and managerial process in small scale enterprise	B.N.5/B.N.7
11			Entrepreneurial performance assessment	B.N.5/B.N.7
12			Managing family enterprises in Tourism industry	B.N.5/B.N.7
13			Promotional agencies for SMEs in India Opportunity Identification	B.N.5/B.N.7
14			Business Plan - Feasibility Report — Funding options	B.N.5/B.N.7
15			Case Study:- (1)The Story of	B.N.5/B.N.

			Redbus (2) A New Spin On Music.(Kuratko)	7
16			Student Presentation	
CO: 3				
LO: Getting acquainted with the concepts of business plan, Entrepreneurial performance assessment, - Feasibility Report — Funding options				
17	4	Tourism industry and business ideas	Business strategy- understanding customers and analyzing competition	B.N.5/B.N. 7
18			Forms of organisation and legal considerations	B.N.5/B.N. 7
19			Networking and collaboration	B.N.5/B.N. 7
20			Good business practices	B.N.5/B.N. 7
21			Case Study: - Chinese Restaurant	
22			Student Presentation	
Assignment Submission				
CO: 3				
LO: Understanding the Business strategy of Tourism industry, Forms of organisation and legal considerations, Networking and collaboration and good business practices				
23	5	Financial requirements and sources of finance	Financial requirements	B.N.5/B.N. 7
24			Sources of finance , operations, people, etc	B.N.5/B.N. 7
25			Case Study: - Amazon.com	B.N.5/B.N. 7
26			Student Presentation	
CO: 1,4				
LO: Understanding the financial requirements and sources of finance				
27	6	Setting up a tourism enterprise	Steps in setting up a tourism enterprise	B.N.5/B.N. 7
28			Procedures of setting up a tourism enterprise	B.N.5/B.N. 7
29			Licenses, registration etc. required in setting up a tourism enterprise	B.N.5/B.N. 7
30			Case Study:- India Co.	
31			Student Presentation	
32			Group Discussion	
CO: 4				
LO: Understanding the steps, procedures, licenses, registration etc. in Setting up a tourism enterprise				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Srinivasan. R , Strategic Management: the Indian Concept, 2nd Ed., Prentice Hall India, New Delhi. Thomson. A. A., Stick land. A.J. &Cammel. J. E., Crafting and Executing Strategy- the Quest for Competitive Advantage, Tata McGraw Hill, New Delhi.
2. Peter F. Drucker, Innovation & Entrepreneurship, Harper & Row, New York.
3. Barringer, Bruce R And Ireland, R. Duane, Entrepreneurship, Pearson Publication.
4. Kuralka D.D And Roy ,T.V., Entrepreneurship, Cenage Learning
5. Charantimate , Poornima, Entrepreneurship: Develop A Small Business Enterprises ,Pearson Publication Roy, Rajeev, Entrepreneurship , Oxford University
6. John A. Pearce II & Richard B. Robinson Jr. Strategic Management, 3rd Hd, AITBS, New AWC
7. Alpana Trehan, Entrepreneurship, Wiley India Pvt. Limited, 2011

VII: Notes:

1. Class participation in all activities is must and carries marks.
2. Class participation activity like Group discussion, etc. carries 4 marks.
3. Class presentation constitutes 4 marks for each student either in group or as individual.
4. Assignment submission of case study analysis carries 4 marks.
5. Attendance in class is compulsory and carries 4 marks.
6. One internal test to be conducted after the syllabus completion will carry 4 marks.

VIII Rubric for Internal Assessment			
		Subject: Entrepreneurship	
		MBA (TM) IV Sem	
<p>Goal: Entrepreneurship education benefits students from all socioeconomic backgrounds because it teaches students to think outside the box and nurtures unconventional talents and skills. Furthermore, it creates opportunity, ensures social justice, instills confidence and stimulates the economy.</p>			
<p>Objective: The students develop and can systematically apply an entrepreneurial way of thinking that will allow them to identify and create business opportunities that may be commercialized successfully in the tourism industry.</p>			
20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__%Students shows the exceptionally high understanding with in-depth knowledge about the entrepreneurship Development and the techniques and approaches required for a successful entrepreneur.	__%students show high understandings with in-depth knowledge about the entrepreneurship Development and the techniques and approaches required for a successful entrepreneur.	__%students show good understanding with with in-depth knowledge about the entrepreneurship Development and the techniques and approaches required for a successful entrepreneur.	__% students relate very few concepts with in-depth knowledge about the entrepreneurship Development and the techniques and approaches required for a successful entrepreneur.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, IPS ACADEMY,
INDORE
Lesson Plan**

Subject: Service Marketing

Session: Jan-June

Class: MBA (TM) – IV Sem

I: Course Objective:

The objective of this paper is to understand the various process of services and the related strategies for establishment of services as successful product.

II: Examination:

The faculty member will award internal marks out of 20 (8 for Test and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.


III: Course Outcomes (CO):

CO 1	Understand the application of basic service marketing concepts and 7 P's.
CO 2	Understand the process involved in marketing of services and develop appropriate objectives and strategies.
CO 3	Develop the holistic service marketing plans and measure the services quality and productivity.
CO 4	Able to understand the unique challenges involved in marketing of service and overcome from the challenges through creative thinking and evaluation available information.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2				
CO 2							1	1
CO 3	1		1	1	1		1	2
CO 4		1			1	2	1	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Services	Service Sector and Economic Growth	B.N. 1, 2
2			Service Sector and Economic Growth	B.N. 3, 2
3			Characteristics and Classification of Service	B.N. 1, 3
4			Challenges &Strategic Issues in Service Marketing	B.N. 1,3
5			Segmentation,	B.N. 2, 5
6			Differentiation, Targeting	B.N. 1, 3
7			Positioning of Services Case study	B.N. 2, 3
CO: 2				
LO: Exposure to Service Sector and its Importance in Economy.				
8	2	Marketing Mix in Services Marketing	Product, Price	B.N. 3, 4
9			Place, Promotion	B.N. 4, 5
10			People, Physical evidence	B.N. 4, 8
11			Process Decisions Case study	B.N. 3, 5,
Assignment				
CO: 2, 3				
LO: Understand Marketing Mix in Service Marketing context.				
12	3	Designing a Service	Service Management Process 	B.N. 4, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
13		Strategy [SEP]	Internal, External marketing strategies[SEP]	B.N. 3, 5
14			Interactive marketing strategies [SEP]	B.N. 3, 4
CO: 1				
LO: Evaluate and Designing a Service and Promotion Strategy.				
15	4	Managing Service quality and Productivity [SEP]	Concept, Dimensions and process [L SEP]	B.N. 3, 4
16			Service quality models – Gronnos&Parsuraman[SEP]	B.N. 3, 5
17			Case study Application and Limitations [L SEP]	B.N. 4, 5
18			Productivity in Services. [SEP]	B.N. 3, 5
Assignment				
CO: 3 & 4				
LO: Understand Service quality and Productivity with respect to Gronnos and Parsuraman Model.				
19	5	Applications of Service Marketing [SEP]	Marketing of Financial, Hospitality [SEP]	B.N. 3, 4
20			Health, Educational and Professional Services [SEP]	B.N. 3, 5
21			Marketing for Non-Profit Organizations and NGOs. [SEP] Retail Marketing: Retailing and Marketing [L SEP]	B.N. 3, 4
22			Consumer Behavior and Retail Operations	B.N. 3, 5
23			Strategic marketing planning for Retailing	B.N. 3, 5

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Zeithmal, Bitner, **Service Marketing** (SIE), 4e Tata Mcgraw
2. Hill Hoffman, **Marketing of Service** 1st 2008 Cengage Learning
3. Cullen, **Retailing: Environment & operation**, 1st 2008 Cengage
4. Learning A Sivakumar **Retail Marketing** Excel Books [SEP] C
5. Bhattacharya Ravi Shanker, **Services Marketing**, Excel Books

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Service and Retail Marketing			
MBA (TM) IV Sem			
Goal : Students will be able to define retail marketing and understand what marketing means to business executives and academics and understand the ways that retailers use marketing tools and techniques to interact with their customers.			
Objective: Adapt the nature of retail and service markets and develop abilities to help them apply marketing concepts in these markets.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the conceptual and organizational aspects of the service sector, including strategic planning and management in the service sector.. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students were accomplished and able to articulate some perspectives of the service sector, including strategic planning and management in the service marketing. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of the service sector, including strategic planning and management in the service marketing. Understand the key elements in planning, managing, and executing the service marketing concepts.

VIII: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

PROGRAMME OUTCOMES: BBA

PO1: Acquire basic level practical knowledge and skills in the field of marketing, finance, human resource, Information Technology and production and apply in the real global business world.

PO2: To familiarize the students with the concepts, principles, theories and functions of management and the recent developments in management practices.

PO3: To understand entrepreneurial and managerial skills and apply for effective business management.

PO4: Ability to create, select and apply appropriate analytical tools, techniques and methods in the modern management activities and use in managerial decision making.

PO5: Communicate effectively in different business contexts and situations so as to be able to receive and give clear instruction, comprehend, write reports, prepare documentation and make effective presentations.

PO6: Demonstrate IT knowledge and skills for efficient and effective business processes and develop innovative methods of applying IT and e commerce for competitive advantages.

PO7: Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy.

PO8: Develop legal and ethical value for the continuous development of Business venture and society.

Lesson Plan**Subject: Basic Accounting****Session: July-Dec****Class: BBA- I Sem**

I: Objective of course: To familiarize and develop an understanding of accounting concepts for effective recording of business operations of an entry with special reference to corporate form of business organization.

II: Examination: The faculty member will award internal marks out of 20(10 for tests 10 and 10 for project).The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 3 theory questions out of which students will be required to attempt any 2 questions. Sections B carrying 60 marks will contain five practical/numerical problems, out of which a candidate is required to attempt any three.

III: Course Outcomes (CO)

CO1 To acquaint student with the basic accounting concepts.

CO2 To impart effective methodology to record business operation of an entity.

CO3 Demonstrate critical thinking skill to analyze financial statements of an enterprise.

CO4 Develop the ability to communicate accounting data effectively.

IV:PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2						
CO 2				3	2			
CO 3				1			3	
CO 4			3		3			1

V: Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Purpose of Accounting	Purpose of accounting & its place in business, Limitations	B.N: 1, B.N: 3
2			Relationship with other financial areas	
3			Advantages & Importance	
CO:1				
LO: Develop systematic and scientific understanding of accounting and its scope.				
4	2	Basic accounting concepts and conventions	Money measurement concept, Entity concept, Going Concern concept	B.N: 3, B.N: 4
5			Cost concept, Dual aspect concept, Accrual Concept	
6			Conservatism, Materiality Concept	
7			Consistency concept and accounting conventions	
CO:2				
LO: Acquaintance with basic concept of Financial Accounting.				
8	3	Accounting structure	Process of Accounting	B.N:3, B.N:4, B.N: 11
9			Journal and types of entry	
10			Ledger	
11			Practical Questions	
12			Trial Balance	
13			Practical Questions	
14			Errors & their rectification based on double entry book keeping system	
15			Presentation	
CO:3				
LO: Methodology of recording business transaction in the framework of accounting structure.				
16	4	Bank Reconciliation	Concept of BRS	B.N: 3,

17		Statement	Reasons for differences between cash book & pass book	B.N:11
18			Numerical Questions	
CO:4				
LO: Reconcile the accounting records of banking transactions with bank statements.				
Assignment- Based on Numericals/Case Studies				
19	5	Preparation of Financial Statements	Form of Income Statement	B.N: 3, B.N:11
20			Preparation of Income Statement	
21			Numerical Questions	
22			Statement of Financial position	
23			Numerical Questions	
24			Adjustments	
25			Numerical Questions	
CO:2,3				
LO: Develop skill to prepare and analyze final statements of the business .				
26	6	Accounting for Depreciation	Accounting for Depreciation	B.N:3 , B.N:5, B.N: 11
27			Its Importance in decision making	
28			Fixed installments methods	
29			Reducing Balance methods	
CO:3				
LO: Application of AS-6 on assets to know their bookvalue.				
30	7	Preparation of final accounts	Preparation of final accounts of Joint Stock companies	B.N: 3
31			Overview of Indian and International Accounting Standards	
32			Presentation	
CO:2,3				
LO: Overview of Indian and International Accounting standard of Joint stock Companies.				
Assignment- Based on Numericals/Case Studies				

VI: Book References:

1. Agrawal, Srinivasan **Accounting Made Easy** 1e Tata McGraw Hill
2. Sudhindra Bhat **Management Accounting** Excel Books, New Delhi
3. S.P Gupta, **Basic Accounting**, Sahitya Bhawan Publications
4. S.N. Maheshwari, **Introduction to Accountancy**, Vikas Pub Edition, 2009
5. Nitin Balwani **Accounting and Finance for Managers**, Excel Books, New Delhi
6. N.Ramchandran, Kakani, **Financial Accounting for Management**, TMH, 2008
7. Jain & Jain **Accounting for Manager**, PathMaker, Bangalore
8. Paresh Shah, **Basic Financial Accounting for Management**, New Delhi, Oxford University Press, 2008.
9. Banerjee, Financial Accounting, PHI, 2009.
10. John Wild, **Financial Accounting Information for Decisions**, New Delhi, Tata-Mac Graw-Hill, 2008
11. S.N. Maheshwari and S. K. Maheshwari, **A Text Book of Accounting for Management**, New Delhi, Vikas Publishing House, 10th Edition, 2009
12. Louderback, **Managerial Accounting** 10th edition, Cengage Learning, India
13. S.K. Bhattacharyya, **Accounting for Managers**, Reprint 2009, Vikas Publishing House Pvt. Ltd.

VII: Notes:

1. There will be a individual assignment, presentations & group assignments.
2. Class test will be based on theoretical & practical aspect of the subject.
3. Class performance & discipline will be an important factor for assessing internal marks
4. The result of each tests/assignment will be declared within one week.
5. Late submission will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment**Subject: Accounting****BBA I Sem**

Goal : to provide information for financial decision making, learning how accounting information is modified to enhance the decision-making process.

Objective: To familiarize and develop an understanding of accounting concepts for effective recording of business operations of an organisation.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having understanding about preparation of financial statements, depreciation, bank reconciliation statement.	% Students having understanding about preparation of financial statement.	% Students having understanding about accounting structure and the journal entry system.	% Students having an understanding about purpose of accounting, and the concepts and conventions of accounting.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

Lesson Plan

Subject: Economics I

Session: Jul-Dec

Class: BBA I Sem

I: Course Objectives: To impart understanding of micro economic concepts.

II: Examination: 20 marks for internal evaluation. Internal- 10 marks for written test (Best of 2 out of 3), 10 marks will be for Project/Assignment/Presentation/Case Study End semester exams will be of 80 marks will have 7 theory questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO)

CO1 To understand the economic concepts and importance of macro-economic approaches in managerial decision making.

CO2 Understand theories and principles in macroeconomics including national income. accounting, models of output determination, models of aggregate demand and supply, the money market, fiscal policy and monetary policy.

CO3 To utilize a simple contemporary economic model such as the aggregate supply/aggregate demand model and describe the interrelationships among prices, income and interest rates as they affect consumption, saving and investment.

CO4 Students will be able to describe the contemporary banking and monetary system, and analyze the role of money, credit.

IV:PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2				3				
CO 3							2	
CO 4						3		

V: Session Plan

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Introduction to Economics	Definition, Nature and Scope of Economics	B.N. 1, B.N.2
2			Micro-Macro Basic Concepts	B.N. 1, B.N.3
3			Difference and Interrelation Between Micro and Macro.	B.N. 2
4			Role of Economics in Decision Making	B.N. 2
CO:1				
LO: To understand national income statistics and to describe and analyze the economy in quantitative terms.				
5	Assignment			
6	2	Demand Analysis Supply Analysis	Meaning of Demand, Types of Demand,	B.N. 1, B.N.2
7			Law of Demand, Determinants of Demand	B.N. 1, B.N.2
8			Demand Function ,Elasticity of demand	B.N. 3
9			Price elasticity of demand. Income elasticity of demand, Cross Elasticity of demand ^[L] _[SEP]	B.N. 2, B.N.3
10			Law of Supply, Supply Schedule, Supply Curve ^[L] _[SEP]	B.N. 1
11			Price elasticity of supply ^[L] _[SEP]	B.N. 1
12			Case Study	B.N. 1
CO:2				
LO: To explain the concepts of employment and unemployment with Keynesian and say's law and also to know highlights of investment function and consumption function.				
13	Assignment			
14	3	Production Analysis	Production function, Types of Production Function	B.N. 1, B.N.4
15			Law of Variable Proportions	B.N. 1, B.N.4
16			Law of Returns	B.N. 1, B.N.4
17			Diminishing Returns, Returns to Scale	B.N. 1, B.N.5
18	Presentation			

CO:3				
LO: To describe the determinants of the demand for money, the supply of money and its theories.				
19	4	Cost & Revenue Analysis	Cost concepts, Elements of Cost, Relationship between Production and Cost,	B.N. 1, B.N.3
20			Average and Marginal cost curves, Relationship between average and marginal cost	B.N. 2, B.N.5
21			Concept of revenue, Revenue Curve, Relationship between average and marginal revenue	B.N. 2, B.N.4
22			Output & Pricing under different markets & Case Study	B.N. 1, B.N.3
23			Case Study	B.N. 1, B.N.3
CO:4				
LO: to identify the causes of prosperity, growth, and economic change over time and explain the mechanisms through which these causes operate in the economy.				
24	5	Market Structures	Perfect Competition	B.N. 1, B.N.3
25			Monopoly	B.N. 2, B.N.3
26			Monopolistic Competition	B.N. 2, B.N.4
27			Oligopoly, features & characteristics	B.N. 1, B.N.3
CO:2,3				
LO: To understand the role of banking and other financial institutions in the economy.				
28	Presentation			
29	6	International Trade	Balance of Payments, Concepts	B.N. 1, B.N.2
30			Disequilibrium in BOP: Methods of Correction	B.N. 1, B.N.2
31			Tread Barriers and Tread Strategy, Free Trade vs. Protection	B.N. 1, B.N.3
32	Presentation			
CO:4				
LO: To understand the role of regulatory bodies like RBI in regulating nation’s financial system.				

VI: Book References:

- 1 "Modern Micro Economics" , A. Koutsoyiannis, The Mac Milan Press, II Edition.
- 2 "Price Theory and Uses" , Watson, A.I.T.B. Publishers and Distributors, II Edition.
- 3 "Foundation of Economics Analysis", Samuelson, Harvard University Press, II Edition.
- 4 "Managerial Economics" , Dean Joel, Prentice Hall Publication.
- 5 Tanner-Sales Management, Pearson,2010

VII:Note:

- 1 There will be 2 group major assignment, Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries
- 4 If any student does not submit assignments at time, credit will be given half mark after submission
- 5 Attendance will be multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment**Subject: Economics****BBA I Sem**

Goal : Students will understand the economics and its practical implementation. Topic covered in this subject are introduction of economics, demand concept, production analysis, cost and revenue analysis, market structure and some part of international trade.

Objective: To impart understanding of micro economics concept.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students are well aware with the core concept micro economics. They have good understanding about demand, production, cost and revenue concept. They also possess knowledge about international trade.	% Students are well aware with the core concept micro economics. They have understanding about demand, production, cost and revenue concept.	% Students are well aware with the core concept micro economics.	% Need to put efforts to understand the fundamentals of economics.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE
Lesson Plan**

Subject: Fundamentals of Management
Class: BBA-I

Session: July-Dec.

I: Course Objective:

To familiarize the student with the concepts and principles and functions of management and the recent developments in management practice.

II: Examination: The faculty member will award marks out of a maximum of 20 marks (As per academic plan) for the internal performance of the student. The semester examination will be of 80 marks will have 7 theory questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO):

CO 1 Understanding of the basic concepts of management and functions and responsibilities of the manager.

CO 2: Learn about the tools and techniques of planning and organizational theories.

CO 3: Understanding of traits, dimensions, and styles of effective leaders and importance of employee motivation in an organization.

CO 4: Learn about different types of control means in a business setting and why it is needed.

IV:PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3						
CO 2				2			1	
CO 3							1	
CO 4						3		

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Management concepts & Evolution:	Definition - nature - scope and functions of management	B.N. 1,2,3
2			Importance of management	B.N. 2,3,
3			Role of manager	B.N. 2,3
4			Management and administration	B.N. 2,3
5			Functional areas of management, POSDCORB	B.N. 1,2,3
6			Evolution of management thought - Relevance of management to modern industry	B.N. 1,2,3
7			Govt., University, hospital & other institutions	B.N. 12
CO:1				
LO: Learn the concept of management and its relevance to modern industry.				
Assignment: Choose an Company/Institution of Your Choice, Explore the Importance of Management in it and Prepare a Report.				
8	2	Planning	Meaning, features, nature and importance of planning	B.N. 4,5
9			Types of planning, techniques, procedure	B.N. 4,5
10			Elements of planning	B.N. 4,5
11			Principles of planning	B.N. 4,5
12			Planning and control	B.N. 4,5
13			Types of plans	B.N. 4,5
14			MBO	B.N. 4
Assignment: Submission of Assignment Sheet on Types of Planning				
CO:2				
LO: Understand principles of planning and various techniques.				
15	3	Organizing	Nature - purpose - organizational structure	B.N. 1,4,6
16			Theories of organization	B.N. 3,4,6

17			Span of control	B.N. 4,8
18			Line & staff functions	B.N. 4,8
19			Authority & Responsibility	B.N. 4,8
20			Centralization and decentralization - delegation of authority	B.N. 4,8
Assignment: Submit the assignment on span of control				
CO:2				
LO: Develop understanding about organizational structures and its theories.				
21	4	Staffing	Staffing nature and purpose	B.N. 3,8
22			Selection	B.N. 3,8
23			PA and Career planning	B.N. 3,8
Assignment:				
CO:2				
LO: Understanding of recruitment and selection process.				
24	5	Directing	Nature of directing	B.N. 3,8
25			Leadership qualities, styles	B.N. 3,8
26			Motivation – morale and discipline	B.N. 6
Assignment: Identify World’s Famous Leaders (At least 10), Identify Their Leadership Style, Submit a Report.				
CO:3				
LO: Understanding of different leadership styles and types of motivation.				
27	6	Controlling	The objectives and process of control	B.N. 7,8
28			Role of information in control	B.N. 5,7,8
29			Performance standard	B.N. 5,7
30			Measurement of performance	B.N. 5,7,8
31			Remedial act – Integrated control system in an organization	B.N. 5
32			Control techniques	B.N. 5
CO:4				
LO: Determining the application of information system on management decision making.				

VI: Book References:

1. Koontz, Weihrich Essentials for Management :An International Perspective TMH8e
2. V S P Rao & Hari Krishna Management text and cases Excel Books, New Delhi
3. Kreitner, Management Theory and Applications, Cengage Learning, India, 2009
4. Robbins, Management, 9th edition Pearson Education, 2008,
5. Parag Diwan Management principles and practice, Excel Books, New Delhi
6. Anil Bhat & Arya Kumar Principles Processes and Practices 1st E 2008 Oxford
7. Satyaraju & Parthsarthy, Management Text and Cases, PHI Learning, 2009
8. Kanishka Bedi, Management and Entrepreneurship, 1st Edition 2009 Oxford

VII: Note:

1. There will be unit wise class tests/assignments/presentations of equal weightage.
2. There will be two to three major group assignments, group size 3-4, each group will be given separate topics for understanding subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment
Subject: Fundamentals of Management
BBA I Sem

Goal : Management students should have the basic knowledge and awareness of fundamentals of management: functions, roles & responsibilities of manager, and much more. They should know planning, organizing, staffing, leading and controlling, in detail along with decision-making and managing change.

Objective: To familiarize the student with the concepts and principles and functions of management and the recent developments in management practices.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students have an understanding and clarity about management functions,.	% Students have an understanding and clarity about management functions. Knowledge	% Students have an understanding and clarity about management	% Need to study and understand the basic concept & fundamentals of

Knowledge of roles & responsibilities of manager. Awareness of basic Functions of management and can relate with practical environment.	of roles & responsibilities of manager.	functions.	Management finely.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

Lesson Plan**Subject: Hindi****Session: July-Dec****Class: BBA- I Sem**

I Objective of course: To familiarize the student with the concepts and principles and functions of management and the recent developments of management practice.

II Examination: The faculty member will award internal marks out of 20(10 for tests 10 and 10 for project).The semester examination carrying 80 marks will have two sections A and B. Section A worth 20 marks will have 3 theory questions out of which students will be required to attempt any 2 questions. Sections B carrying 60 marks will contain five practical/numerical problems, out of which a candidate is required to attempt any three.

III: Course Outcomes (CO):

CO1: vkt ds ;qx esa ,d Lukfd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrh dks Lohdkj djsxsaA

CO2: Hkkjrh; fparu ijaijk vkSj Hkko&laink ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k :lk fgUnh dh 'kCn laink] okD; lajpuk] i= ys[ku ,oa Hkko&iYyo dk fodkl gksxkA

CO3:fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk O;kdj.k ds lkFk uSfrd f'k{k ls ifjpr djksd muesa bu xq.kksa dk fodkl gksxkA thou&ewY; lekt O;oLFkk] jk"V^{ah}; miyC/k;ksa vkSj fodkl dh fn'kkvksa ls ifjpr gksxsaA

CO4:jk"V^{ah}; ,drk] v[kaMrk vkSj gekjh fojklr ls vius vkus okys Hkfo"; dks ldkj djus eas izsj.kk L=ksr dk dk;Z djsxkA vkn'kZ o l{ke ukxfjd cusxkA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3		1	1		
CO 2	2	1	1	1	3			
CO 3	2	1		1			1	111

CO 4		2	1			1	2	1
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V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	fgUnh Hkk"kk dk Lo:i] Hkk"kk] ifjHkk"kk] Lo:i] o.kZ	fgUnh lkfgR; dk bfrgkl& ¼1½ oxhZdj.k] jpuk&jpukdkj] dkO; dh Hkk"kk ¼2½ x &i vk/kqfud dky dh fo kk,] izeq[k lkfgR;dkj ¼3½ fuca/k] ukVd] dgkuh] miU;kl ds rRo o izdkj ¼4½ ,dkadh] dFkk]laLej.k] ;k=k o`rkar Mk;jh] fjiksrtZ] ys[ku	
2			ekud Hkk"kk] vekud Hkk"kk] ifjHkk"kk] vUrj] 'kq) la'kks/ku ds mnkgj.k ekud o vekud esa vUrj	
CO : 1,2				
LO1: lkfgR; ds vFkZ dks le>dj Hkk"kk vkSj lkfgR; esa vUrj dj ik;sxsaA ekud fgUnh dk Kku izklr dj lgh o vkn'kZ Hkk"kk dk iz;ksx djus ds fy, izsfjr gksaxsA				
3	2	fuca/k	fuca/k ds rRo o izdkj] fuca/kdkj o izeq[k fuca/kksa dk laf{klr ifjp;	
4			fe=rk¼jkePUnz 'kqDy½ ys[kd ifjp;] lkjka'k] vPNs fe=ksa ds xq.k] thou esa fe=rk dk egRo	
5			v/;;u¼feJca/kq½ ys[kd ifjp;] lkjka'k] v/;;u dk egRo] iz'u mRrj	
6			mn~ns'; vkSj y{;¼jkePUnz oekZ½ lkjka'k] iz'u&mRrj	

CO :2,4				
LO2: thou esa mn~ns'; vkSj vius y{; dks le> ik;sxsa rFkk thou esa fe=ksa dk egRo le> ik;sxsaA				
7	3	dfork	fgeky; ds izfr^{1/4}jke/kkjh flag fnudj^{1/2} dfo ifjp;] lly&vFkZ] dsfUnz; Hkko] y?kq o nh?kZ iz'u mRrj	
8			Ekk sphjke^{1/4}lqnkek ik.Ms /kwfey^{1/2} dfo ifjp;] lly&vFkZ] dsfUnz; Hkko] y?kq o nh?kZ iz'u mRrj	
9			Presentation	
CO :2				
LO3: Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxh rFkk IHkh izdkj ds dk;Z ds fy, eu esa lEeku dh Hkkouk tkx`r gksxhA				
10	4	miU;kl	ifjHkk"kk] rRo] izdkj] izeq[k] miU;kl ds laf{klr ifjp;	B.N: 3, B.N:11
11			deZHkwfe ^{1/4} izsepUnz ^{1/2} miU;kl dk dFkkud] ys[kd ifjp;	
12			vkuanB ^{1/4} cafdepUn pVksik/;k; ^{1/2} ys[kd ifjp;] dFkkud] iz'uksRrj] izeq[k ik= ifjp;	
13			jkx njckjh ^{1/4} Jhyky 'kqDy ^{1/2} ys[kd ifjp;] dFkkoLrq] pfj=&fp=.k] iz'u&mRrj	
CO :4				
LO4: miU;kl ds ek/;e ls Lora=rk dh yM+kbZ esa tks O;fDr 'kghn gq, muds fy, eu esa J`a)ktfy dh Hkkouk tkx`r gksxhA thou esa uSfrd ewY; dks viukus dh Hkkouk fodflr gksxhA				
14	5	O;kdj.k	Lak{ksi.k& vFkZ] ifjp;] mnkgj.k	B.N: 3, B.N:11
15			iYyou ;k foLrkj.k& ifjp;] vFkZ] mnkgj.k	
16			Lkekpkj ys[ku& lzkdkj] mn~ns';	

16			lafU/k&lekl& o.kZ] 'kCn dk oxhZdj.k] laf/k dh ifjHkk"kk] izdkj lekl dh ifjHkk"kk] izdkj	
CO :2,3				
LO5: fgUnh ds 'kCn HkaMkj dk Kku izklr dj 'kCnksa o okD;ksa dks lgh mPpkfjr djus dk dkS'ky fodflr gksxkA i= ys[ku] lkj ys[ku o iYyou dk lgh Kku izklr djds lgh i= ys[ku o Hkko iYyou dk dkS'ky fodflr gksxkA				
17	6	i= ys[ku ,oa la{ksfidk	dk;kZy;hu] vkSipkfjd] vukSipkfjd i= ys[ku] O;olkf;d i=ys[ku	B.N:3 , B.N:5, B.N: 11
18			vyadj& ifjHkk"kk] Hksn] mnkgj.k	
19			NUn& ifjHkk"kk] Hksn] mnkgj.k	
20			'kCn o okD; jpuk& ifjHkk"kk] oxhZdj.k] l;kZ;okph] lekukFkhZ] ,dkFkhZ] vusdkFkhZ 'kCnksa ds mnkgj.k okD; dh ifjHkk"kk] Hksn] v'kqf) 'kks/ku	
21			'kSyh ,oa izdkj& ifjHkk"kk] x| dh 'kSfy;ksa ds izdkj	
CO :3				
LO6 :i= ys[ku] lkj ys[ku o iYyou dk lgh Kku izklr djds lgh i= ys[ku o Hkko iYyou dk dkS'ky fodflr gksxkA				
	iqujko`fRr			

iqLrdksa ds uke%&

1. Y;wlsUV ¼lkekU; fgUnh½
2. deZHKwfe&izsepUnzth dk miU;kl
3. vkUUneB&cfdapUnz pV~Vksik/;k;
4. jkxnjckjh&Jhyky 'kqDy
5. fgUnh lkfgR; dk bfrgkl& MkW- uxsUnz
6. vfjgUr ¼lkekU; fgUnh½

9.

5 | Page

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Information Technology**Session:** July – Dec**Class:** BBA - I Sem

I: Objective: Objective of course is to understand basics IT application in business and also to understand the application of various information tools to have a source of internal and external data for the organization.

II: Examination Scheme: There shall be internal evaluation of 10 marks and practical examination for 20 marks. There shall be external examination for 70 marks in the paper. Internal shall be evaluated on the basis of test and assignment.

III: Course Outcomes (CO)

CO1 Understanding the basic concept and features of computer system, development of Information Technologies in Business Organizations .

CO2 To gain knowledge about various software tools and their applications.

CO3 Understand the role of computer levels languages, operating system.

CO4 Understand to deal with peripheral devices between Hardware and Software, also to gain knowledge about data base management system in organized manner .

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3				2	2		
CO2	1	1	2		3	3		
CO3	2					1		
CO4	2				3			

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Computer	Hardware: Input / Output devices	B.N. 6
2			Computer storage devices	B.N. 6
3			Computer memory	B.N. 6
4			Software: System and Application Software	B.N. 6
5			Compilers, Interpreters and Assemblers	B.N. 6
6			Computer Languages: Levels of languages, Generation and their features	B.N. 6
7			Generation of Computer (Phases of development of computers)	B.N. 6
8			Number System: Introduction to number system, binary, decimal, hexadecimal and their inter conversions and their uses in computer system – Part 1	B.N. 6
9			Number System: Introduction to number system, binary, decimal, hexadecimal and their inter conversions and their uses in computer system – Part 2	B.N. 6
10			HTML:-Basics of HTML Tags	B.N. 10
A-1. First assignment, submission within 3 days				
CO:1				
LO: Basic learning about Hardware And Software system and basic types of Computer memory.				
11	2	Operating Systems	MS DOS: Introduction, Features, Application	B.N. 5
12			MS DOS External and Internal Commands	B.N. 5
13			WINDOWS 7: Basic Operations, utilities and features	B.N. 5
CO:2				
LO: Learning and implementation of DOS commands and Operating system basic features.				
14	3	UNIX	Unix - Introduction, Features, Application	B.N. 8
15			Basic commands (like: pwd, cp, cd, rm, mv, ls, cat, mkdir, ch mod, rmdir, who, who am I, banner, date, kill, etc.)	B.N. 8
A-2. Second assignment, Submission within 3 days				
CO:3				
LO: To learn about Unix Operating System and basic commands.				
16	4	MS Word 2007	Word basics, formatting text and documents	B.N. 5
17			Working with headers, footers and footnotes	B.N. 5
18			Tabs, tables and sorting, working with graphics, templates, wizards and sample documents	B.N. 5
19			Introduction to mail merge	B.N. 5
20			Introduction to macros	B.N. 5
21			MS Access 2007: Database creation, screen/form design	B.N. 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
22			MS Access 2007: Report generation using wizard	B.N. 5
CO:4				
LO: Understanding the utilization of MS Word software and it’s tools, learning about Database creation in MS Access software.				
23	5	MS Excel 2007	Excel basics, rearranging worksheets, excel formatting tips and techniques	B.N. 5
24			Introduction to functions, Excel’s chart features	B.N. 5
25			Working with graphics, using worksheet as databases, automating “what-if” project	B.N. 5
26			MS PowerPoint 2007: PowerPoint basics	B.N. 5
27			Creating presentation the easy way, working with text in PowerPoint	B.N. 5
28			Working with graphics in power point	B.N. 5
A-3. Group assignment, Submission within 5 days				
CO:4				
LO: Learning about MS Excel and MS PowerPoint tools and their application in creating presentation and managing worksheets.				
29	6	Information Technology	Introduction to IT and its development, Impact and Future of IT in Business Organization	B.N. 5
30			Overview of the following: 4 GL, Image processing, Virtual Reality, Video Conferencing	B.N. 9
31			Decision Support System, Expert System, Artificial Intelligence, and Information Super Highways	B.N. 7
CO:1				
LO: To learn about new modern technologies which are adopted in Business Organisations.				
32	7	TALLY	Basic functions & Overview	B.N. 5
A-4. Class test				
CO:1				
LO: To gain knowledge about Tally, basic functions.				

VI: Book Reference:

1. Balagurusamy Fundamentals of Computer 1e, Tata MacGrawHill
2. Deepak Bharihoke Fundamentals of Information Technology Excel books
3. Manish Mahajan IT Infrastructure & Management Acme learning
4. Rashi Agarwal Computer Organisation and Design, Acme learning
5. R.K. Taxali, PC Software for windows, Tata MacGrawHill
6. Sinha & Sinha, Computer Fundamentals, BPB Publication
7. Laudon, Management Information Systems: Managing the Digital Firm, 11/e, Pearson
8. Sumitabha Das, Unix Concepts and application, New Delhi, Tata McGraw Hill
9. Information Technology for Business, Himalaya Publications
10. The Complete Reference, HTML & XHTML

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII : Rubric for Internal Assessment
Subject: Information Technology
BBA I Sem

Goal : Students acquire the basic knowledge and skills needed to effectively utilize information systems and technology in support of Business. And should know the practical working of these applications like: MS Office (Word, PPT, Excel, Access), Tally, HTML and more.

Objective: Objective of course is to offer understanding of basics IT application in day to day running of business.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Computer Fundamentals, Information Technology and current applications used in a business environment, such as knowledge and practical working of MS Office (Word, PPT, Excel, Access), Tally, HTML and more.	% Students having an understanding about basics of Computer Fundamentals, Information Technology. Workable knowledge of , MS Word, MS Power point, MS Excel.	% Students having an understanding about basics of Computer Fundamentals, Information Technology. Only theoretical Knowledge.	% Students need to move with time, to have knowledge & learn basic computer applications to fit in the current work environment.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Managerial Skills**Session:** July - Dec**Class:** BBA – I Sem**I: Course Objective:**

To offer exposure of essential managerial skills to students and developing these skills in the students.

II: Examination:

The faculty member will award marks out of a maximum of 20 marks (As per academic plan) for the internal performance of the student. The semester examination will be of 80 marks will have 7 theory questions out of which students will be required to attempt any 5 questions.

III: Course Outcomes (CO):

CO1: Understanding of basic managerial and personal skills and their implementation

CO2: Understanding of how to apply emotional intelligence techniques to self- development.

CO3: Attainment of organizational outcomes through effective goal setting, delegation, creative problem solving and decision making.

CO 4: Empowerment and delegation through winning presentations and conducting meetings

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3					
CO 2								
CO 3				2			3	
CO 4	3				2	1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Skills	Introduction to skills & personal skills Importance of competent managers	B.N. 1
2			Skills of effective managers	B.N. 1, 2
3			Developing self awareness on the issues of emotional intelligence	B.N. 1
4			Self learning styles, values, attitude towards change,	B.N. 1, 2, 5
5			Learning of skills and applications of skills	B.N. 1, 4
Assignment: First Assignment Submission within 3 Days				
CO:1				
LO: Identify the roles which are fulfilled while working as a manager				
6	2	Problem solving and building relationship	Problem solving, creativity, innovation	B.N. 2, 4
7			Steps of analytical problem solving	B.N.1, 2, 7
8			Limitations of analytical problem solving	B.N. 1, 2,
9			Impediments of creativity, multiple approaches to creativity	B.N.3, 6
10			Conceptual blocks, conceptual block bursting	B.N. 3
11			Skills development and application for above areas	B.N. 1, 2, 5
Assignment: Second Assignment Submission within 3 Days				
CO:2				
LO: Determining bursting of conceptual blocks by analytical and creative problem solving.				
12	3	Relationship Skills	Building relationship Skills for developing positive interpersonalcommunication	B.N. 1, 2, 5
13			Importance of supportive communication, coaching and counseling	B.N. 1, 4
14			Defensiveness and disconfirmation	B.N. 4, 7
15			Principles of supportive communications	B.N. 1, 4
16			Personalinterview management	B.N. 1, 2, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17			Skill analysis and application on above areas	B.N. 1, 2, 5
Assignment: Third Assignment Submission within 3 Days				
CO:3				
LO: Determining how to develop positive interpersonal communication through supportive communication.				
18	4	Team building	Developing teams and team work	B.N. 1, 2
19			Advantages of team	B.N. 1, 4
20			Leading team, team membership	B.N. 1, 4
21			Skill development and skill application	B.N. 1, 4
Assignment: Fourth Assignment Submission within 3 Days				
CO:4				
LO: Development of team through leading the employees and its advantages.				
22	5	Empowering and delegating	Meaning of empowerment	B.N. 2, 4
23			Dimensions of empowerment	B.N. 1, 2, , 4
24			how to develop empowerment, inhibitors of empowerment	B.N. 4
25			Delegating works	B.N. 4
26			Skills development and skill application on above areas	B.N. 1, 2, 4
Assignment: Fifth Assignment Submission within 3 Days				
CO:4				
LO: Understanding of delegation of work through developing empowerment.				
27	6	Communication related to course	How to make oral presentations	B.N. 1, 2, 4
28			Conducting meetings	B.N. 1, 2
29			Reporting of projects	B.N. 1, 4
30			Reporting of case analysis	B.N. 1
31			Answering in Viva Voce	B.N. 1
32			Assignment writing	B.N. 1
CO:1,4				
LO: Developing skills related to oral presentations, conducting meetings and analyzing the cases related to management.				

VI: Book References:

1. V.S.P.Rao **Managerial Skills** Excel Books, 2010, New Delhi
2. David A Whetten, Cameron **Developing Management skills**, PHI 2008
3. Ramnik Kapoor **Managerial Skills** PathMakers, Bangalore
4. Kevin Gallagher, **Skills development for Business and Management Students**, Oxford, 2010
5. Monipally, Mutthukutty **Business Communication Strategies** Tata McGraw Hill
6. Krishnamohan & Meera Banerjee, 1998. **Developing Communication Skills**, New Delhi
7. Ragendra Pal & Korlahali J.S. 1996. **Essentials of Business Communication**, New Delhi: 1996: Sultan Chand & Sons.

VII: Note:

1. There will be unit wise class tests/assignments/presentations of equal weightage.
2. There will be two to three major group assignments, group size 3-4, each group will be given separate topics for understanding subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment
Subject: Managerial Skills
BBA I Sem

Goal : Students develop the ability to prepare and analyze increasingly complex problem solving solutions. Management Information Systems (MIS) is the study of people, technology, and organizations. it is the only major that focuses on both business processes and information technology side by side. Topics covered: System Design, Decision making, Information system, System design and so on.

Objective: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having basic awareness of Computers in Business environment. Developing business systems with usage of information system. knowledge about Managerial Decision	% Students having basic awareness of Computers in Business environment. Developing business systems with usage of information system.	% Students having basic awareness of Computers in Business environment.	% Students Need to learn basic technological know hows of computers & Information system.

Making.			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

Managerial Skills

Objective: To offer exposure of essential managerial skills to students and developing these skills in the students.

Scheme: Internal evaluation shall be of 20 marks. Internal- 10 marks for written test (Best of 2 out of 3), 10 marks will be for Project/Assignment/Presentation/Case Study. End semester exams will be of 80 marks will have 7 theory questions out of which students will be required to attempt any 5 questions.

Syllabus Unit I: Introduction to skills & personal skills Importance of competent managers, skills of effective managers, developing self awareness on the issues of emotional intelligence, self learning styles, values, attitude towards change, learning of skills and applications of skills.

Unit II: Problem solving and building relationship: Problem solving, creativity, innovation, steps of analytical problem solving, limitations of analytical problem solving, impediments of creativity, multiple approaches to creativity, conceptual blocks, conceptual block bursting. Skills development and application for above areas.

Unit III: Building relationship Skills for developing positive interpersonal communication, importance of supportive communication, coaching and counseling, defensiveness and disconfirmation, principles of supportive communications. Personal interview management. Skill analysis and application on above areas.

Unit IV: Team building: Developing teams and team work, advantages of team, leading team, team membership. Skill development and skill application.

Unit V: Empowering and delegating: Meaning of empowerment, dimensions of empowerment, how to develop empowerment, inhibitors of empowerment, delegating works. Skills development and skill application on above areas.

Unit VI: Communication related to course: How to make oral presentations, conducting meetings, reporting of projects, reporting of case analysis, answering in Viva Voce, Assignment writing.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Economics II

Session: Jan-June

Class: B.B.A. II Sem

I: Objectives of course: To generate understanding of the macroeconomics and impart knowledge of the function.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions, questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather than direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcomes(CO):

CO1 Demonstrate knowledge of basic economic concepts and principles.

CO2 Acquaintance with the necessary analytical tools to analyze decision making by individual firms such as demand, supply, pricing and resource allocation

CO3 To learn how cost and revenue curves are analysed and how they vary in short and long run.

CO4 Demonstrate pure understanding of output price determination in various market structures and also to outline the role of comparative advantage in exchange. Describe the role of international trade and finance in domestic economic activity.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1							
CO2				1				
CO3			2					
CO4							3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	1	National Income	Importance of Macro Economics	B.N.1 & B.N. 3
2			National Income: Meaning, Definitions: National Income,	B.N.1 & B.N. 3
3			GNP & NNP,	B.N.1 & B.N. 3
4			GNP & NNP,	B.N.1 & B.N. 3
5			GDP & NDP, Personal Income (PI),	B.N.1 & B.N. 3
6			Disposable Income (Di), Per Capita Income (PCI), Real NationalIncome (RNI)	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO:1				
LO: Understand that economics is about the allocation of scarce resources, that scarcity forces choice, tradeoffs exist and that every choice has an opportunity cost.				
7	2	Theories of Employment	Classical theory of employment – Say’s law of markers	B.N.1 & B.N. 3
8			Keynesian theory of employment	
9			Consumption function – APC, MPC	B.N.1 & B.N. 3
10			factors influencing consumption function	B.N.1 & B.N. 3
11			Investment function	B.N.1 & B.N. 3
12			MEC and Rate and Rate of Interest	B.N.1 & B.N. 3

Lecture No.	Unit No.	Topic	Sub-topic	Reference
A-2 Second Assignment Submission within 3 Days				
CO:2				
LO: To describe the determinants of demand and supply and its elasticity, also to graphically illustrate market equilibrium, surplus and shortage.				
13	3	Money And Theories Of Money	Meaning, functions of money	B.N.1 & B.N. 3
14			Classification of Money	
15			Gresham’s law,R.B.I. Classification of Money – M1, M2, M3, M4	
16			Theories of Money – Fisher’s quantity theory of Money	B.N.1 & B.N. 3
17			Cambridge approach (Marshall, Pigou, Robertson and Keynes).	B.N.1& B.N. 3
A-3 Third Assignment Submission within 3 Days				
CO:3				
LO: Understand the costs of production and how profit-maximizing firms determine how much to produce. Be able to distinguish between long-run decisions and short-run decisions.				
18	4	Trade Cycle and Inflation	Trade cycles – Meaning and definition – Phases of a trade cycle	B.N 2
19			Trade cycles – Meaning and definition – Phases of a trade cycle	B.N 2
20			Inflation – Definition – Types of Inflation – Causes and effects of inflation	B.N 2 & B.N. 5
21			Inflation – Definition – Types of Inflation – Causes and effects of inflation	B.N 2
22			Inflation – Definition – Types of Inflation – Causes and effects of inflation	B.N 2

Lecture No.	Unit No.	Topic	Sub-topic	Reference
23			Measures to control inflation	B.N 6
A-4 Fourth Assignment Submission within 3 Days				
CO:4				
LO: To understand the concept short-run and long-run costs and to interpret the relationship between them and various revenue curves.				
25	5	Banking, Stock Market And Insurance	Banking: Functions of Commercial banks – Theprocess of credit creation	B.N 2 & B.N. 5
26			Banking: Functions of Commercial banks – Theprocess of credit creation	B.N 2
27			Stock Market	B.N 4
28			Insurance	B.N 1 & 3
29			Concept of Non Banking Finance Companies (NBFCs)	B.N 6
A-5 Fifth Assignment Submission within 3 Days				
CO:5				
LO: Distinguish between perfect competition and imperfect competition and be able to explain the price output relationships among competitive markets.				
30	6	SEBI	Concept of SEBI Stock Market – Meaning, functions and importance of StockMarket – Primary and Secondary Markets	B.N 5
31			Concept of SEBI Stock Market – Meaning, functions and importance of StockMarket – Primary and Secondary Markets	B.N 5
32			Concepts of (a) Shares (b) Debentures, Insurance	B.N 5
A-6 Sixth Assignment Submission within 3 Days				
CO:6				
LO: To explain how the balance of trade (surplus or deficit) affects the domestic economy, to connect them with globalization, international trade, and international finance				

VI: Reference Book

1. Dr. Abha Mittal Macro Economics, Taxmann's
2. Dwivedi, DN Macroeconomics : Theory & Policy, 3e Tata McGraw Hill
3. Gupta, G Macroeconomics: Theory and Applications, 3e Tata McGraw Hill
4. E. Shapiro, Macro Economic Analysis Galgotia Publications.
5. International Economics, DM Mithani, Himalaya Publication house, Fifth edition 2007.

VII: Note

1. There will be six class tests /assignment/presentation of 10-15 minutes each without declaration of the date.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment.
4. Class performance and discipline will be an important factor for assessing internal marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment

Subject: Economics II

BBA II Sem

Goal : Students will understand the economics and its practical implementation. Topic covered in this subject are national income, theories of employment and money, trade cycle and inflation and knowledge of banking, stock market and insurance. Students will be able to analyse all economic concepts in global perspective.

Objective: To generate understanding of the macroeconomics and impart knowledge of the function.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students are well aware with the core concept macro economics. They have good understanding about theories of economics, national income concept and banking, stock market and insurance.	% Students are able to understand the basic concepts of macro economics and its elements.	% Students understand the basic concepts of economics.	% Need to put efforts to understand the fundamentals of economics.

IX: Scheme of Internal Marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE
Lesson Plan

Subject: English

Session: Jan - June

Class: BBA II Sem

I: Course Objective:

The objectives of the course are to enable students to learn and to have a good working practice of English.

II: Examination:

The faculty member will award marks out of a maximum of 20 marks for the internal performance of the student. The semester examination will be worth 80 marks. The students are required to attempt 5 Question out of 7 Questions. All Questions carry equal Marks.

III: Course Outcomes (CO):

CO1. To understand the use of English language

CO2. To learn the basic grammar and enhance writing skills

CO3. Awareness of English grammar for the communication purpose in a business environment

CO4. Helps in managerial decision making, and understanding of global business environment.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	2	1	1	1	3		1	1
CO2	1	1	1	1	3		1	1
CO3	1	1	3	1	3		1	1
CO4	1	1	2	2	3		1	3

V: Session Plan:

VI Session Plan				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Prose (A.G. Gardiner) 1. On Saying 'Please' 2. On Habits 3. On Courage 4. On Fear 5. On Keyhole Morals.	A.G. Gardiner as an essayist	B.N. 1
2			Introduction & Summary of the Essay- On Saying 'Please'	B.N. 1,2
3			Introduction & Summary of the Essay- On Habits	B.N. 1,2
4			Introduction & Summary of the Essay- On Courage	B.N. 1,2
5			Introduction & Summary of the Essay- On Fear	B.N. 1,2,
6			Introduction & Summary of the Essay- . On Keyhole Morals	B.N.1,2
Assignment: Prepare assignment on the questions and exercises assigned in the class?				
CO:1				
LO: Understand the English Literature				
7	2	Poetry	Introduction of the poets	B.N.3,4
8		1. On His Blindness – John Milton 2. It is not Growing Like a Tree – Ben Jonson	Summary and Explanation of the poem	B.N.3,4
9		3. Elegy Written in a Country	Summary and Explanation of the poem	B.N.3,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
		Churchyard – Thomas Gray		
10			Summary and Explanation of the poem	B.N.3,4

Assignment: Submission of Assignment related to difficult vocabulary in the poem.

CO:2

LO: Analyze and synthesize the idea and concept in English.

11	3	English Grammar & Usages	Phrases & Clauses <hr/> Sentences <hr/> Subject & Predicate <hr/> Noun: Meaning and usage <hr/> Pronoun: Meaning and usage <hr/> Adjective: Meaning and usage <hr/> Verb and adverb: Meaning and usage <hr/> Changing one part of speech with another <hr/> Tenses & Classification of Tenses	B.N. 5, 6
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Assignment: Submission of Assignment related to Grammar and Vocabulary practice exercises

CO:2,3

LO: Use of English grammar in day to day life.

19	4		Subject-Verb Agreement	B.N. 5
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Lecture No.	Unit No.	Topic	Sub Topic	Reference
20		Concord; Agreement of the verb with its subject structure of sentence Element of a series Active & Passive Voice Reported Speech	Construction of sentences	B.N. 5
21			Correction of Sentences	B.N. 5
22			Element of a series	B.N. 5
23			Active & Passive Voice	B.N. 5
24			Direct and Indirect narration	B.N. 5
Assignment: Submission of Assignment related to Grammar practice exercises				
CO:2,3				
LO: Effective communication skills with correct sentence formation.				
25	5	Paragraph Writing Précis -Writing	Principles Of Paragraph Writing	B.N. 5,6
26			Guidelines For Paragraph Writing	B.N. 5,6
27			Practice exercises on paragraph writing	B.N. 5,6
28			Practice exercises on précis writing	B.N. 5,6
CO:2,4				
LO: Improved writing skills for a global business.				
29	6	Letter & Application Writing Essay Writing	The Essentials of a Business Letter	B.N. 5,6
30			Guidelines For Essay Writing	B.N. 5,6
31			Practice exercises on letter writing	B.N. 5,6
32			Essay Writing practice	B.N. 5,6
CO:2				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understanding the application of formal English writing				

VI: Book References:

1. Kumkum Bhardwaj, Professional Communication, I.K. International Publication, New Delhi
2. Solomon Ambuchelvan, What is what of English, Acme Learning
3. Deepshikha Jain, Communicative English Parshva Publishers
4. Rajshri Dewan, English and Business communication Acme learning
5. Thomson, A.J. and Martinet, A.V. (1986). Practical English Grammar, Oxford University Press, New Delhi.
6. Wren & Martin book on Grammar
7. Stanly Jones, English for Business Student.

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: English****BBA II Sem**

Goal : The students having a grasp on the mechanics and grammar of the language, and being able to speak, listen, write and read in English. Be able to communicate clearly and effectively in the English language in a practical setting.

with the knowledge and skills to communicate professionally on many levels including writing; speaking; conducting meetings; giving presentations and interpersonal skills.

Objective: To enable students to learn and to have a good working practice of English.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having	% Students having	% Students having	% Students having

basic command on English language by good practice of grammar and writing skill.	good working practice of English.	basic knowledge of English.	need of improvement at their learning and working practice level in English.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: BB204 Financial Management****Session: Jan – June****Class: BBA - II Sem**

I: Objective of course: To familiarize and develop an understanding of tools and techniques for effective analysis and interpretations of financial statement and methods for efficient management of funds of an entity with special reference to corporate form of business organization.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments External examination shall be of 80 marks. There will be two sections. Section A, theoretical, is worth 32 marks with 3 questions out of which student will attempt any 2. Section B will contain practical, numerical questions having 5 questions and will be worth 48 marks and student will be require to attempt 3 questions with or without choice.

III: Course Outcomes(CO):

CO1 To understand the concepts & functions of Financial Management and getting acquainted with various financial decisions.

CO2 To develop understanding of various financial parameters through analyzing financial statements. To develop know how of the preparation of Cash flow statement.

CO3 Developing the conceptual understanding of leverages & their computation.

CO4 Evaluating various investment proposals for decision making and describe the concepts & methods of Working Capital management.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2	1					
CO 2	2			3				
CO 3	1			2				
CO 4	2			3				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
International Business Finance				
1	1	Introduction	Concepts, Nature, Scope, Functions	B.N. 1
2			Objectives of Financial Management	B.N. 1
3			Financial Decisions: Investment, Financing and Dividend Decisions	B.N. 1
CO:1				
LO: Describe scope & functions of Financial Management and Financial Decisions involved in Business.				
4	2	Analysis and Interpretation of Corporate Final Accounts	Understanding the Parameters of Health of Business : Liquidity	B.N. 7
5				
6			Profitability	B.N. 7
7			Solvency and Efficiency Through Learning Computation	B.N. 7
8				
9			Interpretation of Various Tools of Financial Analysis	B.N. 7
10				B.N. 7
11			Preparation of Cash Flow Statement As Per Accounting Standard and Its Analysis	B.N. 7
12				B.N. 7
CO:2				
LO: Analysis & interpretation of financial ratios of the company and preparation of cash Flow Statement.				
13	3	Leverage Analysis	Developing the Concept of Leverage in Finance	B.N. 7

14			Computation and Inferences of Degree of Operating Leverage	B.N. 7
15			Financial Leverage and Combined Leverage	B.N. 7
16				
A-1., Submission within 4 days				
CO:3				
LO: Describe Leverages and various types of leverages. Computation of Operating leverage, Financial Leverage & Combined Leverage.				
17	4	Investment Decision	Analysis of Risk and Uncertainty	B.N. 8
18				
19			Concept and Computation of Time Value of Money	B.N. 7
20				
21				
22			Non-DCF Methods of Investment Appraisal	B.N. 7
23				
24				
25			DCF Methods of Investment Appraisal and Project Selection on the Basis of Investment Decisions,	B.N. 7
26				
27				
CO:4				
LO: Define the concept of Time value of Money. Apply Investment Appraisal methods for evaluation & selection of different types of projects for decision making.				
28	5	Management of Working Capital	Concepts, Components, Need of Working Capital	B.N. 7
29			Determinants of Working Capital	
30			Computation of Working Capital for a Company	B.N. 7

31				B.N. 7
A-2., Submission within 5 days				
Class test				
CO:4				
LO: Describe the components of Working Capital management and apply the tools to measure the working capital requirement for the company.				

VI: Book Reference

1. Dr.R.P. Rustagi Fundamentals of Financial Management,Taxmann's
2. I.M. Pandey, Financial Management, Vikas Publication House, 8th Ed.,
3. Sudhindra Bhat , Financial Management Excel Book
4. Shurti Naagar Fundamental of Financial Management Parshva Publishers
5. Brigham, Fundamentals of Financial Management, 10th, Cengage Learning
6. Chandra Bose Fundamentals of Financial Management, PHI, 2009
7. Shashi K. Gupta & R. K Sharma, Financial Management,Kalyani Publishers,6th Edition,2008
8. S. P Gupta, Financial Management, Sahitya Bhawan Publication,

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII : Rubric for Internal Assessment**Subject: Financial Management****BBA II Sem**

Goal : To introduces the concept of financial management to the students and and provide a learning as how financial management can provide information for financial decision making for the companies to effectively manage their finances.

Objective: To familiarize and develop an understanding of tools and techniques for effective analysis and interpretation of financial statement and methods for effective management of funds of a business entity.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
___ Students	___ Students	___ Students	___ Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having understanding about preparation of final accounts, leverage, working capital and its impact on financial decision making.	% Students having understanding about final accounts and leverage.	% Students having understanding about preparation and interpretation of final accounts.	% Students having an understanding about functions and objectives of financial management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Human Resource Management
Class: BBA Sem II

Session: Jan - June

I: Objective of course:: To generate understanding of the human resource management and impart knowledge of the function

II :Examination : 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments External examination shall be of 80 marks. There will be two sections. Section A, theoretical, is worth 32 marks with 3 questions out of which student will attempt any 2. Section B will contain practical, numerical questions having 5 questions and will be worth 48 marks and student will be require to attempt 3 questions with or without choice.

III: Course Outcomes (CO):

- CO1 To make students aware of the various concepts, process and practices of HRM in the present business.
- CO2 To enable the students to work as a catalyst who can enhance cordial work relations in an organization.
- CO3 To understand the concept of work-life balance along with their career advancement.
- CO 4 To develop a holistic approach towards culturally diverse employees

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3						1
CO 2				1	2		1	3
CO 3	2				3			
CO 4	1		2	3			2	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	Introduction TO HRM	Meaning, Nature and Scope of HRM	B.N. 1/B.N.4
2			HRM function and Role of HR Manager	B.N. 1/B.N.4
3			HRM function planning – objectives and policies	B.N. 1/B.N.4
4			Organizing the HRM Department.	B.N. 1/B.N.2
5			Organizing the HRM Department.	B.N. 2/B.N.3
6			Case Study	
Assignment				
7	2	Procurement and Development Functions	Job Analysis	B.N. 1/B.N. 2
8			Job Description	B.N. 1/B.N. 2
9			Job Specification	B.N. 1/B.N. 2
10			Recruitment	B.N. 1/B.N. 2
11			Selection	B.N. 2/B.N. 3
12			Placement	B.N. 2/B.N. 3
13			Induction	B.N. 1/B.N. 4
14			Socialization	B.N. 1/B.N. 4
15	Presentation			
16	3	Training & development	Training & Development	B.N. 4/B.N.2
17			Training Methods	B.N. 1/B.N.2
18			Job change	B.N. 4/B.N.2
19			Promotion and Demotion	B.N. 4
20			Transfer	B.N. 4
21			Separations	B.N. 4/B.N.2
22	4	Compensation Function	Job evaluation – Merit rating – Methods of wage, payment	B.N. 3/B.N.2
23			Incentive compensation – Types, advantages, perquisites	B.N. 4/B.N.2

24			Wage system in India – Minimum wage, fair wage, living wage	B.N. 4
25			Case Study	
26	5	Maintenance and Integration Functions	Administration of welfare, amenities & fringe benefits	B.N. 1/ B.N.2
27			safety & accident prevention work, environment fatigue safety, accident prevention	B.N. 2/B.N.3
28			Employee grievances and their redressal	B.N. 2/B.N.3
29			Suggestion schemes, administration of discipline.	B.N. 2/B.N.3
30	6	Audit and Control Function	Performance appraisal – purpose, factors and methods	B.N. 1/ B.N.2
31			360 degree feed back uses and application	B.N. 1/ B.N.2
32			Human resource accounting	B.N. 1/ B.N.2

VI Book Reference:

- 1 Human Resource Management- S.P Robbins,Printice Hall Publication
- 2 Ashwathappa,K Human Resource Management,6e Tata McGraw Hill
- 3 Subba Rao, Essential of HRM and Industrial Relation, 2008, Himalaya Pub. House.
- 4 P.Jyothi &D.N.Venkatesh,Human Resources Management,Oxford,2010

VII Note

1. There will be a Group presentations of 30 minutes
2. Class performance and discipline will be an important factor for assessment.

VIII Rubric for Internal Assessment
Subject: Human Resource Management
BBA II Sem

Goal : Students develop the ability to understand the various aspects of human resource in an organization. Topics include -introduction to HRM, procurement and development, compensation function, maintenance and integration function, audit and control function, etc.

Objective: To generate understanding of the human resource management and impart knowledge of the function.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about Human Resource Management in Organizations so that they improve their managerial effectiveness towards employees and have a knowledge of their function.	% Students having an understanding of human resource management and their function.	% Students having an understanding about Human resource management in an organization.	% Students need more efforts to develop an understanding of Human resource management and their functions in Organizations.

IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Management Information System**Session:** July - Dec**Class:** BBA - II Sem

I: Objective of course: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.

II: Examination : There shall be internal evaluation of 10 marks and practical examination for 20 marks. There shall be external examination for 70 marks in the paper. Internal shall be evaluated on the basis of test and assignment.

III: Course Outcomes(CO):

CO1 To understand the applications of information tools in Business operations

CO2 To study the development process of Management Information System

CO3 To learn use of information system to achieve business competitive advantages and data processing

CO4 To understand system design and the role of Information System in Managerial Decision Making

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	2	1	3	3		
CO2	3	2	2	2	2	3	1	
CO3	2	1	3	2	3	2	1	
CO4	2	1	3	2	3	3		

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to MIS	The meaning and use MIS	B.N. 9
2			System View of Business, Process of MIS,	B.N. 9
3			Development of MIS within the organization, Management Process,	B.N. 9
4			Information Needs, System Approach	B.N. 9
5			Systems Approach in Planning MIS	B.N. 9

6			Systems Approach in Organizing and Controlling	B.N. 9
Assignment-1				
CO:1				
LO: To understand the concept of system in organization				
7	2	Planning MIS	Information system at various levels of Management(TPS,OAS,DSS)	B.N. 9
8			Information system at various levels of Management(HRIS,ESS,KWS)	B.N. 9
9			Planning of MIS	B.N. 9
10			Types of Plan	B.N. 9
11			Implementation of Management Information System	B.N. 9
12			Controlling Management Information System	B.N. 9
Assignment 2				
CO:2				
LO: To understand concepts of Management Information System (MIS).				
13	3	Data processing and Computer systems	Fundamentals of Data Processing	B.N. 12
14			Sources and flow of Data	B.N. 12
15			Components of Computer Systems	B.N. 12
16			Flow Charts, Examples of Flow chart	B.N. 12
17			Conversion of Manual to Computer Based Systems	B.N. 12
18			Computer Systems Software, Application Software, Telecommunication Modem	B.N. 12

Assignment-3. Group assignment,				
CO:3				
LO: To understand concepts of data processing.				
19	4	Managerial Decision Making	Decision Making, Definition	B.N. 10
20			Types of Decisions- Unstructured,Semi-structured and Structured decisions	B.N. 10
21			Decision Support System	B.N. 10
22			Components of Decision Support System	B.N. 10
23			Difference between MIS and DSS	B.N. 10
24			Examples of DSS	B.N. 10
Assignment-4				
CO:4				
LO: To know about managerial decision and its types and how DSS is supporting in decision making.				

25	5	System Design	System design consideration	B.N. 10
26			Input/output design	B.N. 10
27			Forms design	B.N. 10
28			File organization and database	B.N. 10
29			Data management	B.N. 10
30			File design	B.N. 10
31			Program design	B.N. 10
32			Control and security	B.N. 10
Class test				
CO:4				
LO: To understand basic concepts of system design.				

VI: Book Reference

- 1 Sushila Madan, Management Information System, 2010, Taxmann's
- 2 Goyal, Management Information System 3/e, 2010 Macmillan Publishers
- 3 Arora & Bhatia Management Information Systems, 2010, Excel Books
- 4 Management Kumar & Gupta Information Systems 2010, Excel Books
- 5 Laudon, Management Information Systems: Managing the Digital Firm, 11/e, Pearson
- 6 Managing and using Information Systems, 3rd edn, 2009, Wiley
- Reference books:
- 7 Rainer, Introduction to Information Systems: Supporting and Transforming Business, 2nd Edn, 2010, Wiley
- 8 McLeod-Management Information Systems 10/e, Pearson
- 9 O'Brien, James, Management Information System (SIE), 9e TMH 2009
- 10 Jawadekar Waman, Management Information Systems: Text & Cases, 4e TMH 2009
- 11 Davis, Keith, Management Information Systems, 2e TMH 2009
- Sinha and Sinha, Computer Fundamentals, BPB publications, 2009.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII : Rubric for Internal Assessment
Subject: Management Information System
BBA II Sem

Goal : Students develop the ability to prepare and analyze increasingly complex problem solving solutions. Management Information Systems (MIS) is the study of people, technology, and organizations. it is the only major that focuses on both business processes and information technology side by side. Topics covered: System Design, Decision making, Information system, System design and so on.

Objective: The objective of this course is to help the student acquire the basic knowledge of information system so as to enable them to make more efficient use of information for decision making.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having basic awareness of Computers in Business environment. Developing business systems with usage of information system. knowledge about Managerial Decision Making.	% Students having basic awareness of Computers in Business environment. Developing business systems with usage of information system.	% Students having basic awareness of Computers in Business environment.	% Students Need to learn basic technological know how's of computers & Information system.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Business Communication****Session: Aug-March****Class: BBA - II Sem**

I: Course Objective : To generate understanding of communication process and develop communication skills among the students.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments External examination shall be of 80 marks. There will be two sections. Section A, shall have 6 questions shall be of logical and analytical type. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcomes(CO):

CO1. To generate the understanding of the basics of Business communication

CO2. Develop communication skills and improve listening skill , observational skills, and problem solving capabilities.

CO3. Gain insight into your own interpersonal communication and relationships

CO4. Understand and demonstrate the use of basic and advanced proper writing techniques

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	1		3			
CO 2	2		2	3	2			
CO 3					3			2
CO 4	2		2		3			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Communication	Definition and process of Communication	B.N.2/B.3
2			Communication Models contd...and Objectives of Communication	B.N.2/B.N.3
3			Principles of communication, 7 Cs of Communication.	B.N.2/B.N. 3
7			Importance of business Communication	B.N.2/B.N. 3
8			Case study discussion	
CO:1				
LO: Acquire in-depth knowledge of principles of business communication.				
9	2	Channels of Communication	Type of Communication	B.N.3/B.N.4
10			Dimensions of communication	B.N.3/B.N.4
11			Barriers to Effective Communication- verbal, non verbal, formal and informal communication	B.N.3/ B.N.2
12			Principles of Effective Communication. Verbal Communication using words, addition and obsolescence of words from the dictionary, Language as a tool for Communication.	B.N.3/B.N.6
			Non-Verbal Communication: Importance of non-verbal communication, Kinesics, Proxemics , Paralanguage.	B.N.2/B.N.3/B.N.6

CO:2				
LO: Develops understanding among the students about various forms, types and channels of communication and enhances communicative ability.				
16	3	Business Writing	Basic patterns of business letters	B.N.2/B.N.3/B.N.1
17			Types of Business Letter	B.N.2/B.N.3/B.N.5
18			Inquiry, complaint letter, persuasive letter	B.N.2
19			Proposal and report writing	B.N.2
Assignment Submission				
CO:2,4				
LO: Develop formal writing skills.				
22	4	Employment Messages	Drafting of Employment messages	B.N.4
23			Resume Discussion and writing in class	B.N.4
24			Application Letters	B.N.4
25			Writing opening paragraph	B.N.4
26			Writing closing paragraph and summarizing	B.N.4

CO: 4				
LO : It enhances skills of preparing effective resume, memos, circulars, and reports..				
29	5	Spoken Skills	Preparing for Presentations	B.N.4
30			Conducting Class Presentations	B.N.4
31			Speeches and Public Speaking	B.N.4
			Interviewing and being interviewed.	B.N.4
			Group Discussions	B.N.4
32			English Pronunciation and building vocabulary	B.N.4
CO: 3				
LO: It will enhance communicative ability through presentations , group discussions and debates. It will aware students about effective communication and listening skill.				
29	6	Factors affecting Communication	Barriers to Effective Communication and ways to overcome them.	B.N.4/B.N.5
30			Discussing other Barriers to Effective Communication	B.N.4/B.N.5/B.N.6
31			Listening : Importance of Listening ,Types of Listening Barriers to Listening and overcoming them .Listening situations, Developing Listening Skills.	B.N.4/B.N.5/B.N.16
CO:1,2				
LO: It will develop listening attitude among the students and how to overcome from barriers of communication.				

VI: Text Books:

1. Rao N. and Das R.P., Communication Skills, Himalaya Publishing House, Mumbai
2. Mehta D. & Mehta N. K., A Handbook of Communication Skills Practices, Radha Pub., New Delhi
3. Sinha K.K., Business Communication, Galgotia Publishing House, New Delhi.

4.P. D. Chaturvedi, Business communication Concepts Cases & Application, 1e Pearson Education

5 Debashish& Das **Business Communication**, PHI, 20096. Business Communication – R.K. Madhurkar, Vikas Publishing House Pvt. Ltd

6. Meenakshi Raman& Prakash Singh **Business Communication**, Oxford Higher Education,2006

7.Business Communication – Chhabra T.N., Sun India Publication, 1st Edition 2005.

VII : Notes:

1. Various activities like Role play, Group discussions & Presentations to be carried on in subsequent classes.
2. Class participation in all above activities is must and carries marks.
3. Class participation and attendance carries 3 marks.
4. Activity like Group discussion carries .5 marks.
5. Class presentation constitutes 1 mark for each student either in group or as individual.
6. Assignment submission of case study analysis carries 1 mark.
7. One internal test to be conducted after the syllabus completion will carry 2 marks.

Rubric for Internal Assessment Subject: Business Communication BBA II Sem

Goal : This course provide students with the knowledge and skills to communicate professionally on various levels including writing; speaking; giving presentations and interpersonal skills.

Objective: To generate understanding of communication process and develop communication skills among the students.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having knowledge of communication process and an understanding of basics of communication skills to understand others along with the personality	% Students having an understanding of communication process, corporate communication and soft skills.	% Students having basics of communication skills and ability to understand others.	% Students having need of improvement at their communication skills level to enhance their ability to understand others as per the

development as per the requirement of the corporate world.			requirement of the corporate world.
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IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation out of 20	Quiz out of 20	Assignment out of 20	Internal Out of 20	Viva out of 20		

			Internal Assessment		Total	Final Internal Marks
Presentation	Quiz	Assignment	Internal	VIVA	100	
Out of 20	Out of 20	Out of 20	Out of 20	Out of 20		

			20	20		o u t o f 20
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IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Costing**Session:** July-Dec**Class:** B.B.A III Sem**I: Objective of the course:**

To familiarize and develop an understanding of basic concepts, methods and systems of costing used by business enterprises.

II: Examination: 80 marks for the university examination and 20 marks for internal. For internal evaluation there shall be tests for 10 marks and for project for 10 marks. The university examination to be based on analytical questions, there shall be four questions from the syllabus in the examination. There should be no internal choice and all four questions should be compulsory.

III: Course Outcome (CO):

CO 1 Acquire the concepts & functions of Cost Accounting and to have an overview of cost accounting standards.

CO 2 Students will get acquainted with the various elements of cost including Material cost, Labour Costs, direct expenses and overheads.

CO 3 To develop the skills to learn the concepts of various costing methods in business costing.

CO 4 To describe various cost accounting systems.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2	1					
CO 2	2	1	1					
CO 3	1			1				
CO 4	1			3				

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Basics of Costing	Meaning and definition of Cost Accounting, Concepts of Cost ,Cost Object, Cost Centre and Profit Centre ;	B.N.1
2			Cost Control and Cost Reduction Classification of Costs, Overview of Cost Accounting Standards.	B.N.1
CO:1				
LO: Describe the concept & functions of cost accounting, cost object, cost centre and profit centre and cost control.				
5	2	Cost Elements:	Material Cost- purchase procedure, store keeping and stock control, pricing issue of material and accounting thereof,	B.N.1/5
6			Numerical Questions	B.N.1
7			perpetual inventory and physical stock taking, identification of slow, non-moving and fast moving items,	B.N.1/5
8			ABC analysis, JIT system, level of inventories and economic order quantity,	B.N.1
9			Numerical Questions	B.N.1/5
10			analysis, investigation and corrective steps for treatment of stock discrepancies – control through other means	B.N.1
CO:2				
LO: Develop the understanding of the concepts of various methods of material costing and controlling.				
11	3	Labour Costs	remuneration methods, monetary and non-monetary incentive schemes, payroll procedures,	B.N.1
12			labour analysis and idle time, measurement of labour efficiency and productivity, analysis of non productive time and its cost	B.N.1
13			Numerical Questions	B.N.1

14			Labour turnover and remedial measures, treatment of idle time and overtime.	B.N.1
15			Numerical Questions	B.N.1/2
16			Presentation I	
Assignment I				
CO:3				
LO: Develop the understanding of the concepts of various methods of Labour costing and remedial measures.				
17	4	Direct Expenses	Nature, collection, classification and treatment.	B.N.1/5
18			Overheads – nature, collection, classification,	B.N.1/5
19			apportionment, allocation and absorption	B.N.1/5
20			Numerical Questions	B.N.1/5
CO:4				
LO: : To get acquainted with the know-how of various direct expenses their classification, allocation and absorption.				
21	5	Costing Methods	Unit Costing	B.N.1/5
22			Numerical Questions	B.N.1/5
23			Job Costing, Batch Costing	B.N.1/5
24			Numerical Questions	B.N.1/5
25			Process Costing	B.N.1/2
26			Numerical Questions	B.N.1/5
27			Contract Costing,	B.N.1/5
28			Numerical Questions	B.N.1/5
29			Activity Based Costing, Target Costing, Costing for Services Sector.	B.N.1/2
CO:3,4				
LO: To learn the various costing methods including activity based costing and target costing.				
30	6	Cost Accounting	Accounting entries for an integrated and not integrated accounting system,	B.N.1/5

31		Systems	Reconciliation between cost and financial profit and loss account, interlocking accounting.	B.N.1/5
32			Presentation II	
Assignment II				
CO:3,4				
LO: To develop the understanding of various accounting systems and their reconciliation.				

VI: Reference Book:

1. M.N. Arora, Cost Accounting: Principle & Practices, 10th edition, Vikas Publishing House, 2007
2. Jawahar Lal : Cost Accounting; TataMcGraw- Hill Education (India) Ltd.
3. Arif Pasha Mohd. Cost Accounting, 2010, Vrinda Publication
4. Jelsy Joseph Kupappally Accounting for Managers, PHI Learning
5. S.N. Maheshwari Cost & management Accounting; Sultan Chand & Sons.
6. S.P. Gupta, Cost Accounting, Sahitya Bhawan Publications.

VII: Note:

1. There will be 2 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubric for Internal Assessment**Subject: Business Costing****BBA III Sem**

Goal : To introduces the concept of Business costing to the students and provide a learning as how methods of costing can be used by the companies to provide

Objective: To familiarize and develop an understanding of basic concepts, methods and systems of costing used by business entities.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having understanding about basic concepts of cost, cost elements, labour cost and methods of costing.	% Students having understanding about basic concepts of cost, cost elements and labour cost.	% Students having understanding about costs elements.	% Students having an understanding about meaning and concepts of cost.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Business Environment (BB 303)
Class: BBA – III Sem

Session: July - Dec

I: Course Objective:

To generate understanding of business environment and impart knowledge of the functions among students.

II: Examination Scheme: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions, questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcome

CO 1: Analyze the environment of a business from the legal & regulatory, macroeconomic, cultural, political, technological and natural perspectives.

CO 2: Familiarize the students with the business environment prevailing in India and in the world.

CO 3: Assess the impact of socio cultural environment on Business.

CO 4: Provide the understanding of Public sector enterprises in India.

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	2			3	3		3	3
CO2	3					2		
CO3			1					3
CO4								

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Business Environment	Meaning, Importance, Factors affecting business environment	B.N. 2, 3
2			Micro & Macro Env't.	B.N. 2, 3
3			Internal Environment	B.N. 2, 3
4			External Environment	B.N. 2, 3
5			Case: Business Environment	B.N. 5
Assignment: Analyze the Indian business environment for technological products				
CO:1				
LO: To understand the Factors affecting business environment in India.				
6	2	Economic Environment	What is Economic Environment, Features of Economic Environment	B.N. 2, 4
7			Elements of Economic Environment	B.N. 1, 2, 7
8			How Economic Policies Affects Business	B.N. 1, 2, 8
9			Economic Structure	B.N. 3, 6
10			Economic Condition	
11			Class Test	
Assignment: Compare any country with India on the basis of four important environments				
CO:1,2				
LO: Demonstrate the knowledge of Economic Environment, Nature of economy, structure of the economy and economic policies.				
12	3	Political Environment	Defining Political Environment, elements of Political Environment	B.N. 1, 2, 5
13			Role of Government in developing favorable economic environment	B.N. 1, 4
14			Legal environment, features of Legal environment	B.N. 2, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
15			Difference b/w Political & Legal Environment	B.N. 1, 4
16			Group Presentation	
Assignment: Submit write up on presentation held in class				
CO:1,2				
LO: To know the Political Environment, roles of the government and legal environment in business management.				
17	4	Technological Environment	Concept and significance of technological environment	B.N. 3, 4
18			Elements of Technological Environment	B.N. 3, 4
19			Technological Environment in India	B.N. 3, 4
20			Regulation of Foreign Investment and Collaboration.	B. N. 3, 4
21			Case: The Cost of Delay	B.N. 5
Assignment: Submit write up on case discussed in class in your own way				
CO:1				
LO: To know the Technological Environment, Concept and significance of technological environment, regulation of foreign investment and collaboration.				
22	5	Social Environment	Defining Social & Cultural Environment	B.N. 2, 3, 5
23			Concept of Business & Society	B.N. 2, 3, 5
24			Culture & Language Impact on Business & Consumption	B.N. 2, 3
25			Socio-cultural Factors Affecting Business, Social Responsibility of Business (CSR)	B.N. 2, 3
26			Culture & Organizational Behavior	B.N. 2, 3
27			Business and Societal Development	B.N. 2, 3, 4
28			Case: P&G	B.N. 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Assignment: Solve the Case: The Sensex, and submit findings (Refer B.N. 5)				
CO:3				
LO: To learn the Social Environment: Business and society, business and culture, language, culture and organizational behaviour, other social/cultural factors, social responsibility of business.				
29	6	Public & Private Sectors	Defining Public & Private Sector, Differentiation, Objectives	B.N. 3, 4
30			Industrialization, Privatization & Globalization	B.N. 2, 4
31			FDIs, FIIs & Disinvestment in India	B. N.1, 3, 5
32			Case: Globalization of POP Culture	B.N. 5
Assignment: Compare Indian Public & Private sector for economic growth of the country				
CO:4				
LO: To understand The contribution of Public sector enterprises in India, Privatization and disinvestment in India, Foreign Direct Investment in India, its impact on Indian economy.				

VI: Book References:

1. Neelmegham, **Business environment, 2011, Vrinda Publication**
2. Aswathappa k, **Essentials of Business environment, Himalaya publishing house.**
3. Paul, Justin, **Business Environment, Tata McGraw Hill**
4. Palwar, **Economic Environment of Business, PHI, New Delhi, 2009**
5. Francis Cherunilam, **Business Environment, Himalaya publishing house**

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size of 4, each group will be given separate topics for to discuss and presentation which will increase the understanding and practical approach of towards business environment concepts.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment

Subject: Business Environment

BBA III Sem

Goal : It will provides students with the knowledge and skills to get knowledge about international business environment and various economic factors and international organizations by which they can easily identify challenges and opportunities of doing business in international market.

Objective: To generate understanding of business environment and impart knowledge of the function

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students Having an understanding about business environment Particularly economic, Sociocultural, Political and Its Impact on Business in India and world	% Students Having basic understanding about business environment prevailing in India and world with Implications to business.	% Students Having understanding about business environment.	% Students Need More efforts for Concept at Business Environment Level.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan**

Subject: Business Statistics
Class-BBA- III

Session: July- December

I: Objectives of course: To generate understanding of the statistics in business decision making and impart knowledge of the tools of statistics.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcome:

CO1. To prepare students for lifelong learning and successful careers using their statistical skills and application in business problems.

CO2. To develop decision making skills pertinent to the practice of statistics, including the students' abilities to formulate problems, to think creatively, and to synthesize information.

CO3. To train students thoroughly in methods of analysis and computation, including the computational skills appropriate for statistical tool based data analysis.

CO4. To teach students different forms of data and also help them in evaluating different concepts of probability and applying them.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	2	-	-	3	1	-	-	-
CO2	2	1	-	3	-	-	2	-
CO3	-	-	1	3	-	-	-	-
CO4	-	-	-	3	-	-	-	-

V: Session Plan:

Lecture No	Unit	Topic	Sub Topic	Reference
1	1	Introduction to statistics	purpose of statistics kinds of numbers, measurements, variables	BN-1,BN-2
2			attributes, UNITs, discrete and continuous data	BN-1,BN-2
3			Frequency distributions, continuous frequency distribution graphic representation	BN-1,BN-2
4			Histogram, frequency polygon and their uses	BN-1,BN-2
CO:1				
LO: To understand the purpose of Statistics and examine different forms of data including their graphical representation.				
5	2	Measures of central tendency	Mean, Median	BN-2,BN-3
6			Mode	BN-2,BN-3
7			Measure of Dispersion, Range, mean deviation	BN-2,BN-3
8			standard deviation, coefficient of variations	BN-2,BN-3
CO:2				
LO: To understand one of the most important concepts of statistics, the central tendency and measures of dispersion.				
9	3	Concept of probability	Law of Addition	BN-2,BN-3
10			Law of Multiplication	BN-2,BN-3
11			conditional probabilities	BN-2,BN-3
12			Random variables, its expectation and variances, Applications	BN-2,BN-3
13			Probability distributions, Binomial distribution	BN-2,BN-3
14			Poisson distribution	BN-2,BN-3
15			Normal distribution	BN-2,BN-3
Assignment 1: Meaning, definition and business applications of statistics				
CO:4				
LO: To understand the concept of probability and develop the efficiency in application of probability				

distribution.				
16	4	Population parameters and sample statistics	Introduction	BN-2,BN-3
17			standard error, sampling distributions of statistics	BN-2,BN-3
18			large sample tests	BN-2,BN-3
19			large sample tests	BN-2,BN-3
20			single mean, Difference of means	BN-2,BN-3
21			single proportion, Difference of proportions	BN-2,BN-3
CO:3				
LO: To understand the concept of population and samples including forming an idea about different sample tests..				
22	5	Correlation and regression	Scatter Diagram, Coefficient of correlation	BN-2,BN-3
23			Rank Correlation	BN-2,BN-3
24			Lines of Regression	BN-2,BN-3
25			index numbers, Simple, weighted	BN-2,BN-3
26			consumer price index wholesale price index	BN-2,BN-3
CO:3				
LO: To understand the concept of correlation and regression.				
27	6	Time Series	Time series and its components	BN-2,BN-4
28			Trends- seasonal, cyclical, irregular	BN-2,BN-4
29			Measurement of trends- semi average, moving average	BN-2,BN-4
30			Least square method	BN-2,BN-4
31			Measurement of seasonal fluctuations, simple averages Ratio to trend method	BN-2,BN-4
32			Ratio to moving average method, simple problems	BN-2,BN-4
Assignment II: Define Components of Time series with suitable examples and diagrams				
CO:2,3				

LO: To develop an understanding of time series analysis including problem solving applications.

VI: Book References:

1. S.P. Gupta, " Statistical Methods ", New Delhi, Sultan Chand and Sons, 2007
2. S.C. Gupta, Business Statistics, Himalaya Pub House, 2008
3. Ajay goyal & Alka goyal, Mathematics and statistics, 4th edition, taxman publication
4. D.C sancheti & V K kapoor, statistics-theory, methods and application, sultan chand & sons

VII: Note:

1. There will be 2 individual assignments.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, each carry 4 marks, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 4 marks.

VIII : Rubric for Internal Assessment **Subject: Business and Statistics** **BBA III Sem**

Goal : Students are introduced to the use the concepts and methods of statistics, including Time series, correlations and regression.

Objective: To generate understanding of the statistics in business decision making and impart knowledge of the tools of statistics.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having command on statistical techniques and their application to business problems with concept and evaluation.	% Students having basic command on statistical techniques and their application to business problems.	% Students having command on statistical techniques.	% Students Need More Efforts for Solution and Basic Concept of Statistical Techniques.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Marketing Management****Session: July-December****Class: BBA III Sem**

I: Objective of the Course: The objective of this paper is to create awareness about International management system of different countries.

II: Examination: The faculty member will award marks out of a maximum of 20 marks (Internal Evaluation). The semester examination will be worth 80 Marks (External evaluation).

III: Course Outcome:

CO1. Understand the role and functions of marketing within a range of organizations.

CO2. Capture market insights from the environment.

CO3. Understand distribution networks and implementation of marketing strategies accordingly.

CO4. Apply sustainable marketing practices into business

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	1	2	3					
CO 3		2	2	3			1	
CO 4	2	3			1			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Marketing	Meaning - concept - functions	B.N. 1,2
2			marketing Planning	B.N. 1,2
3			Implementation marketing Program's	B.N. 1,2
4			Marketing environment	B.N. 1,2
5			Micro and Macro.	B.N. 2,3
6			Case study	B.N. 2,3
7			Class test	
CO:1				
LO: Understanding core concepts of marketing and the role of marketing in business and society.				
8	2	Market Segmentation	Market Segmentation	B.N. 2,3
9			consumer behaviour	B.N. 2,4
10			Decision process	B.N. 2,4
11			Marketing Research Marketing information system	B.N. 2,3
12			Class test	B.N. 3

13			Assignment	
CO:2				
LO: Basics of STP, its implementation and role of MIS and research in the field of business.				
14	3	Product	Meaning, policies	B.N. 3,4
15			positioning	B.N. 3,4
16			New product	B.N. 4
17			Case study	B.N. 4
CO:3				
LO: To understand the fundamental concepts of Product and its development.				
18	4	Pricing	Pricing objectives	B.N. 2
19			Setting and modifying the price	B.N. 3
20			Initiating price changes	B.N. 3,4
21			Responding to price changes	B.N. 2,3
Assignment				
CO:4				
LO: Different pricing methods and pricing performance in profit generation.				
22			Promotion Mix	B.N. 2,3

23	5	Promotion	Advertisement	B.N. 5
24			Message - copy writing	B.N. 5
25			Media strategy, sales promotion ^[L] _{SEP}	B.N. 3
26			Personal selling, publicity ^[L] _{SEP}	B.N. 2
27			Case study	B.N. 3
CO:3				
LO: Different aspects of promotion and its role in marketing.				
28	6	Physical Distribution and Strategies	Distribution Mix	B.N. 4
29			Managing channel - intermediaries ^[L] _{SEP}	B.N. 3
30			transport and warehousing ^[L] _{SEP}	B.N. 2
31			Case study	B.N. 1
32	Assignment			
CO:3,4				
LO: The benefits of introducing the channel members and their function to smoothen the business operation.				

VI: Reference Books:

1. Debraj Dutta Mahua Dutta, **Marketing Management**, 2010, Vrinda Publication
2. P.K. Chopra, **Marketing Management**, 2010, Dreamtech Press, New Delhi
3. V.S. Ramasamy & Namakumari.S, **Marketing Management**, 2010, Macmillan,
4. Saxena, **Marketing Management**, 2010, Tata Mcgraw Hill^[1]_{SEP}
5. Chandra Bose, **Modern Marketing Principle and Practices**, 2010, PHI Learning

VII: Note:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Comparative International Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: Marketing Management****BBA III Sem**

Goal : The subject gives an insight about marketing environments, modern marketing techniques and its importance into current business scenario. Topics under this subject are basics of marketing, segmentation, targeting and positioning and marketing mix.

Objective: To generate understanding of the marketing management and impart knowledge of the function.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an command over subject that includes basics of marketing, marketing mix, recent trends and its implementation in current business scenario.	% Students having understanding about marketing and its basic function.	% Students' subject knowledge is moderate.	% students need to put efforts for learning and understanding the subject.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Operations Management****Session: July- December****Class-BBA-III**

I: Objectives of course: To give understanding of operations as function and skills of major decisions area in operations as function.

II: Examination: There shall be 20 marks for internal evaluation and 80 for external paper. Examination paper shall have two sections Section A and Section B. Section A shall have theoretical questions and section B shall have numerical. There shall be five questions in section A and three shall be answered for 48 marks. The section B shall have 4 questions and two to be answered for 32 marks.

III: Course Outcome:

CO1: To understand the core features of operations and production management functions at the strategic and operational level both to improve the working of organization.

CO2: To understand and describe the boundaries of operation management and recognize its interface with other functional area within the organization.

CO3: To understand analysis of operational situations on the basis of qualitative and quantitative both level. And also able to evaluate production management strategies critically for the application of analytical models, frameworks, tools and techniques relevant to production.

CO4: To understand the quality management and development of skills needed for the effective operations management.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	-	3	-	-	-	-	-	-
CO2	1	2	1	-	-	-	-	-
CO3	3	2	1	3	-	-	3	-
CO4	3	2	-	3	-	-	-	-

V:Session Plan:

Lecture No	Unit	Topic	Sub Topic	Reference
1	1	Introduction to Production and Operations Management	Nature of Production, productions and system, production as an organizational function	BN-1,BN-2
2			decision making in production, production management and operations management	BN-1,BN-2
3			Characteristics of modern production and operation management	BN-1,BN-2
4			Organization of Production function	BN-1,BN-2
5			recent trends in production/operations management	BN-1,BN-2
CO:1				
LO: To introduce students with the basic concepts, models and statements of the operations management theory.				
6	2	Production process, manufacturing and service operations	production process, manufacturing operation	BN-1,BN-2
7			service operations, selection of process non manufacturing or service operations	BN-1,BN-2
8			difference between manufacturing and service operations, classification of manufacturing process	BN-1,BN-2
9			manufacturing operations as conversion process, characteristics of modern manufacturing process	BN-1,BN-2
CO:2				
LO: Student will understand production process, manufacturing process and service operations. Students will also understand the basic difference of all these three processes.				
10	3	Design of production system	Product, process and production design	BN-1,BN-5
11			factors influencing product design	BN-1 BN-5
12			approaches for product design, process planning and process design	BN-1 BN-5
13			process selection, process management, major process decisions	BN-1,BN-5

Assignment I: Define production process and approaches to production design				
CO:3				
LO: Students will understand the concept of production process, selection and design, and will also understand the concept of product design and its approaches.				
14	4	Plant location & Plant layout	Location theories, freedom of locations	BN-3,BN-4
15			errors in selection, steps in location selection, relative importance of location factors	BN-3,BN-4
16			location models	BN-3,BN-4
17			location models	BN-3,BN-4
18			Meaning, definition scope and of facility layout, factors influencing layout	BN-3,BN-4
19			types of layout, importance of layout, layout planning, layout tools and techniques	BN-3,BN-4
20			layout planning, layout tools and techniques	BN-3,BN-4
21			analysis if layout with computers, criteria for selection and design of layout, layout design procedure	BN-3,BN-4
CO:4				
LO: Become familiar with the concept of location and layout planning and also types of location and layout designs.				
22	5	Materials Management	Overview of materials planning	BN-3 BN-5
23			functions, meaning and operations of material planning	BN-3,BN-5
24			material requirement planning-Numerical	BN-3,BN-5
25			material requirement planning-Numerical	BN-3,BN-5
26			over view of Store management objectives & functions	BN-3,BN-5
CO:3				
LO: Student will understand the material management and store management concept within given layout. Also become familiar with the planning of material required for an organization.				
27	6	Quality control	Purpose of inspection and quality control	BN-3,BN-5

28		control charts	BN-3,BN-5
29		acceptance sampling by variable and attribute	BN-3,BN-5
30		Numerical- control charts	BN-3,BN-5
31		Numerical control charts	BN-3,BN-5
32		Sample plan OC curve, AQL, AOQL, LTPD	BN-3,BN-5
Assignment II: Layout planning, different types of layouts with suitable example			
CO:4			
LO: Student will understand the concept of quality control for both product and process. They will be able to use different tools and techniques of quality control.			

VI: Book References:

1. K. Ashwathappa, Production and Operation Management, Himalaya Publishing House.
2. R.B. Khanna, Production and Operation PHI private ltd. New Delhi, 2006
3. S.N. Chary, Theory and Problems in Production and Operations Management, TMH 6
4. R. Paneerselvam, Production and Operations Management, PHI Learning, 2009
5. B. Mahadevan; Operation Management; Theory and Practice' Pearson Education, Fifth Edition, New Delhi
6. Jack R. Meredith, Scott. M. Shafer, Operation Management for MBAs ,Wiley India edition

VII:Note:

1. There will be 2 individual assignments.
2. There will be 2 major tests based on the practical and theory aspects of the subjects, each carry 4 marks, the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 4 marks.

VIII : Rubric for Internal Assessment
Subject: Operations Management
BBA III Sem

Goal : To provide skills and competencies in operations management to contribute to an organization upon entry. Students will develop an awareness of the principal operational issues and constantly evaluate and modify processes to maintain efficiency and effectiveness in accordance with the company's goals.

Objective: The course will give student understanding of operations as function and skills of major decision area in operations as follows

20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student will be able to apply the of concepts and theories used in operations management for achieving efficiency and quality superiority.	% students have lesser understanding of the concepts & theories used in operations management for achieving efficiency and quality superiority.	% Offers minimal understanding of the concepts & theories used in operations management for achieving efficiency and quality superiority.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Session:** Jul-Dec**Subject:** Organization Behavior**Class:** BBA III Sem

I: Course Objective: The objective of this course is to help the students develop an understanding of the dimensions of the management of human resources and impart knowledge of the function.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignment. External examination shall be of 80 marks for two sections, section A and B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcomes (CO):

CO 1 Recognize, explain, predict and manage individual behaviour in organizations.

CO 2 Employ theories and skills of coordinating and motivating teammates to achieve the best results.

CO 3 Identify and develop employees' leadership potential to its fullest.

CO 4 Apply inter-personal communication skills to diagnose and analyse organizational and behavioural problems and recommend appropriate courses of action.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		2		1		1	3
CO 2		3		1				1
CO 3	2	1	2	1			1	1
CO 4	1		2	1	1		1	2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	OB	OB History and Development; Importance of OB to the field of management	B.N. 5/B. N. 6
2			Basic behavioral Process:	B.N.5/B. N. 6
3			Cognitive functions - intelligence, Creativity, Problem solving,	B.N. 5/B. N. 6
4			Learning and its process - implications	B.N. 5/B. N. 6
5			Case Study	
CO:1				
LO: Helping students to understand basic concept of OB to help them analyze the behavioral and learning process in an organization.				
6	2	Attitudes and Values	Attitudes	B.N. 3/B. N. 6
7			Values	B.N. 3/B. N. 6
8			Personality - Concepts, theories, estimation and applications	B.N. 3/B. N. 6
9			Perception - implications,	B.N. 3/B. N. 6
10			Counseling - importance and relevance.	B.N. 3/B. N. 6
11			Case Study	
Assignment (Worksheet)				
CO:2				
LO: The concept of attitude, personality and perception is learnt by the students with the help of various theories.				
12	3	Motivation	Theories	B.N. 4/B.N. 1
13			Theories	B.N. 4/B.N. 1
14			Applications to management	B.N. 4/B.N. 1

15			Case Study	
CO: 2				
LO: An understanding of various theories of motivation and their application by managers in an organization to motivate the employees and gain increased productivity.				
16	4	Leadership	Role and functions of a leader,	B.N. 3/B. N. 6
17			Leadership theories and styles	B.N. 3/B. N. 6
18			Implications for management, Alternatives to leadership	B.N. 3/B. N. 6
19			Case Study	
CO:3				
LO: Students will learn different leadership theories and styles that have an implication for management, also various functions of a leader will be learned.				
20	5	Organizational Development	Approaches	B.N. 1/ B. N. 5
21			Intervention strategies & implementation	B.N. 1/ B. N. 5
23			Organizational culture: relevance of culture in the changing scenario	B.N. 1/ B. N. 5
24			Organizational Politics	B.N. 1/ B. N. 5
25			Impression management and defensive behavior	B.N. 1/ B. N. 5
26			Case Study	
CO:4				
LO: This unit will guide the students to develop an understanding of organizational development and culture through which they will learn to analyze and manage the changing culture.				
27	6	Organizational change	Approaches and resistance to change, Manager as a change agent	B.N. 1/ B. N. 5
28			Conflict management, nature, sources	B.N. 1/ B. N. 5
29			Current applications and future trends in OB	B.N. 1/ B. N. 5
30			Case Study	
31	Presentation			

32	Presentation
CO:4	
LO: To enhance the conflict management technique and to make them understand organizational change and various approaches to manage organizational changes and conflicts.	

VI: Book References:

1. Kamran Sultan Organizational behavior , 2011,Dreamtech Press
2. Agrawal P.K,Management Process & Organisational Behaviour,2011,Vrinda Pub
3. R. S. Dwivedi, “Human Relations and Organizational Behavior: A Global Perspective”, Macmillan
4. Stephen P. Robbins, Timothy A Judge, “Organizational Behaviour”, Pearson
5. K.Aswathappa: Organisation Behaviour, Himalya publishing House
6. Kavita Singh : Organisational Behaviour Text and Cases , Pearson

VII: Note

- 1 There will be 2 group major assignment. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII: Rubric for Internal Assessment

Subject: Organization Behaviour
BBA III Sem

Goal : Students examine a basic framework for understanding the behavior of individuals, groups that are influenced by each other and by the structure of the organization.

Objective: Students gain understanding of organizational behavior and impart knowledge of the function.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
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Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% student were outstanding and able to demonstrate basic organization behavior concepts and theories of learning, leadership and motivation. Organizations at cross cultural level so that they can improve their managerial effectiveness towards Team.	% student have lesser understanding of the concepts & theories used in human Behavior in organizations at cross cultural level.	% student have minimal understanding of the concepts & theories used in human Behavior in organizations .	% Students Need More efforts for Understanding of Human Behavior in Organizations.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Entrepreneurship

Session: Jan- June

Class: BBA IV Sem

I: Course Objectives: The objective of this course is to familiarise the students with the ground realities of starting & managing their own Entrepreneurial ventures.

II: Examination: 20 marks for internal evaluation. The assessment will be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcome:

CO1 Understanding the basics of Entrepreneurship and real life issues therein.

CO2 Application of Theoretical concepts into practice while facing business problems.

CO3 Contributes in Developing Reasoning and Analytical ability to foster Decision Making.

CO4 Nurturing Entrepreneur Skills and Leadership Abilities.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		1	1			3	3
CO 2		3	2		2		2	-
CO 3	2		3	2	1		2	-
CO 4	2	1	2	3				1

V:Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Entrepreneurship	Introduction, definition & Entrepreneurial Traits	B.N. 1/2
2			Entrepreneur vs. Manager, Entrepreneur vs. Intrapreneur	B.N. 1/2
3			Entrepreneurial decision process	B.N. 1/2
4			Role of Entrepreneurship in Economic Development	B.N. 1/2
5			Ethics and Social responsibility of Entrepreneurs	B.N. 1/2
6			Opportunities for Entrepreneurs in India and abroad	B.N. 1/2
7			Woman as Entrepreneur	B.N. 1/2/3
8			Case Study	
CO:1				
LO: Understanding Concept of being an Entrepreneur; Decision making Process, Role, Ethics n Responsibility & Opportunities for an entrepreneur.				
9	2	Creating and Starting the Venture	Sources of new Ideas& Methods of generating ideas	B.N. 1/2/3
10			Creating problem solving, product planning and development process	B.N. 1/2/4
11			Case Study	
CO:2				
LO: Develops awareness about creative problem solving techniques and methods for generating new ideas and product planning process.				
12	3	. The Business Plan	Nature and scope of Business plan	B.N. 1/2/4
13			Writing Business Plan	B.N. 1/2/3
14			Evaluating Business plans, Using and implementing business plans	B.N. 1/2/3
15			Marketing plan, financial plan and the organizational plan,	B.N. 1/2/3
16			Launching formalities	B.N. 1/2/3
17			Case Study	
18	Assignment			
LO:3				
CO: Knowledge of Writing a Business Plan, evaluating it and understanding the basic concepts of Launching formalities for an organisation.				

19	4	Financing and Managing the new venture,	Sources of capital, Record keeping	B.N. 1/2/4
20			Recruitment, motivating and leading teams	B.N. 1/2/3
21			Financial controls, Marketing and sales controls	B.N. 1/2/4
22			E-commerce and Entrepreneurship, Internet advertising	B.N. 1/2/3
23			Case Study	
24			Presentation	
LO:4				
CO: Awareness about; various sources of raising capital, leading teams ,E-Commerce & Internet advertising.				
25	5	New venture Expansion Strategies	Joint ventures, acquisitions, merger & Franchising.	B.N. 1/2/3
26			Public issues, rights issues, bonus issues and stock splits. Issues and stock splits	B.N. 1/2/3
27			Case study	
LO:2,3				
CO: Knowledge about New venture expansion strategies; joint venture, merger, acquisition, franchise.				
28	6	Institutional support to Entrepreneurship	Role of Directorate of Industries, District Industries, Centers (DICs), Industrial Development Corporation (IDC), State Financial corporation (SFCs)	B.N. 1/2/3
29			Commercial banks Small Scale Industries Development Corporations (SSIDCs), Khadi and village Industries Commission (KVIC),	B.N. 1/2/4
30			National Small Industries Corporation (NSIC),Small Industries Development Bank of India (SIDBI)	B.N. 1/2/3
31			Case Study	
32	Presentation			

LO:4
CO: Awareness about various institutional support to entrepreneurs like KYIC, DICs, SFCs, SIDBI, etc.

VI: BOOK REFERENCE:

1. Alpana Trehan, Entrepreneurship, 2011, Dreamtech Press New Delhi
2. Naidu & Krishna Rao, Management and Entrepreneurship, IK International Publication
3. Charanthimath, Entrepreneurship development small business enterprises, Pearson education, 2008
4. Vasant Desai: Small scale Industries and Entrepreneurship, Himalaya Publishing House, 2009.

VII: Note:

1. There will be group major assignment. Group size will be 4-5 students
2. There will be group presentations.
3. Class performance and discipline will be an important factor for assessing internal marks, it carries 4 marks.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Attendance will be multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment**Subject: Entrepreneurship****BBA IV Sem**

Goal : Students will be able to demonstrate various aspects of Entrepreneurship like business plan, business strategies and issues related with new venture.

Objective: The objective of this course is to familiarise the students with the ground realities of starting & managing their own Entrepreneurial ventures.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% understands the all concepts which includes Creating and Starting the Venture, Business Plan, Financing and managing the new venture, Expansion Strategies and Issues and Institutional support to	% understands most important concepts which includes Creating and Starting the Venture, Business Plan and Strategies	% understands basic concepts of the Entrepreneurship	% Have Low degree of association & attempt to identify and summarize the problem accurately.

Entrepreneurship for new venture			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Indian Legal System for Business**Session:** Jan.-June**Class:** B.B.A IV Sem**I: Objective of the course:**

The objective of this course is to acquire the students various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B

III: Course Outcome:

CO 1: Understanding the nature and sources of law, and the governing legal and judicial system.

CO 2: Apply basic legal knowledge to business contracts.

CO 3: Awareness of different latest provisions of law.

CO 4: Application of legal theory to determine the legal issues in assigned cases.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3			
CO 2			2		3			
CO 3		1	2		3			2
CO 4		2	2		3			2

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	The Indian Contract Act, 1872	General Introduction to law of Contracts and Definitions	B.N.1
2			Essential Elements of a Valid Contract	B.N.1/2/3

			Case: Balfour v Balfour [1919] 2 KB 571	
3			Essential Element – Offer & Acceptance Case :Carlill v Carbolic Smoke Ball Company [1892] Case:Lalman Shukla V GauriDutt(1913)11 All.I.J.489 Case: Brogden vs. Metropolitan Rail. Co., (1877)2.A.C.66	B.N.1/2/3
4			Essential Element – Consideration Case: Durga Prasad Vs. Baldeo. (1880) 3 All. 221 Case:ChinnayaVs.Ramayya, (1882) 4 Mad.137	B.N.1/2/3
5			Essential Element – Capacity to Contract Case: MohiriBibi Vs. DharmodasGhosh (1903) 30 Cal. 539.	B.N.1/2/3
6			Essential Element – Free Consent	B.N.1/2/3
7			Kinds of Contracts	B.N.1/2/3
8			Performance & Discharge of Contract	B.N.1/2/3
9			Breach of a Contract and Its Remedies	B.N.1/2/3
10			Quasi Contract	B.N.1/2/3
11			Indemnity and Guarantee	B.N.1/2/3
12			Bailment and Pledge	B.N.1/2/3
13			Contract of Agency	B.N.1/2/3

CO:1

LO: Develop an understanding of the Indian Contract Act, 1872 and utilizing the contractual terminology and methods of the various types of contracts.

14			Introduction to Contract of Sale of goods, Definitions & Kinds of Goods	B.N.1/2/3
15			Sale & Agreement to Sale	B.N.1/2/3
16			Sale & Hire Purchase Agreement Sale & Bailment	B.N.1/2/3
17	2	Sale of Goods Act, 1930	Conditions & Warranties. Doctrine of Caveat Emptor Case:Ward Vs. Hobbs, (1878) 4 App. Cas.13	B.N.1/2/3
18			Unpaid Seller & Rights of Unpaid Seller – Part 1	B.N.1/2/3
19			Unpaid Seller & Rights of Unpaid Seller – Part 2	B.N.1/2/3

Assignment No.1**CO:2**

LO: Understanding the meaning of Contract of Sale of goods and essentials of contract of sale. Understanding the provisions of Sale of Goods Act and applying them practically.

20		The Negotiable	Negotiable Instrument Act, 1881- Characteristics and types of instruments.	B.N.4/5/7
	3			
21			Promissory Note and Bill of Exchange Parties to Promissory Note & Bill of Exchange Difference between Promissory Note & Bill of	B.N.4/5/7

		Instrument Act, 1881	Exchange Case study on Bill of Exchange: AIB Trade Finance Services (Study Material)	
22			Cheque, Parties to Cheque & crossing of cheque. Difference between Cheque & Bill of Exchange	B.N.4/5/7
23			Negotiation & Assignment Types of Endorsement	B.N.4/5/7
24			Holder & Holder in due course through case discussion Payment in due course	B.N.4/5/7
25			Dishonour and Discharge an Negotiable Instruments	B.N.4/5/7
CO:3				
LO: Knowing the meaning and features of negotiable instruments and differences between them. Explain Negotiation, assignability, dishonor and discharge of negotiable instrument.				
26	4	Consumer Protection Act, 1986	Definitions, Consumer Rights, Exploitation of Consumer and Utility of Consumerism. <u>Case:</u> Life Insurance Corporation of India vs. Shri ChaturBihari Lal, Appeal no.29/89 (Raj.) <u>Case:</u> Oswal Fine Arts Vs. M/s. HMT, Madras – Petition No. 1/88 (Del). Consumer Protection & Redressal of Consumer Grievances – Consumer Forums and Advisory Councils	B.N.2/4/6
CO:4				
LO: Understand the meaning of Consumer and Consumer Rights. Knowing the redressal Mechanisms under the Consumer Protection Act.				
27			Companies Act, 1956 – Characteristics of a Company, Lifting of Corporate veil <u>Case:</u> Salomon v A Salomon & Co Ltd [1896] UKHL 1, [1897] AC 22 Types of Companies	B.N.1/4/5
28	5	The Companies Act, 1956	Memorandum and Article of Association and difference between the two Doctrine of ultra vires Doctrine of Indoor Management Doctrine of Constructive Notice	B.N.1/4/5
29			Shareholders and Debenture Holders Minority Protection	B.N.1/4/5
30			Winding-up of Companies	B.N.1/4/5
Assignment No.2				
CO:4				
LO: Develop an understanding of The Companies Act, 1956. Understanding the classification of companies under the Companies Act and Winding up of Company. Understand the meaning of Memorandum of Association and Articles of Association and compare between the two.				
31	6	Indian	Definition and Nature of Partnership.	B.N.2/4/6

		Partnership Act, 1932	Formation of Partnership Case: Cox vs Hickman (1860), H.L.C. 268	
32			Rights, Duties and Liabilities of Partners Dissolution of Partnership Firm.	B.N.2/4/6
CO:2				
LO: Understand the concept and law of partnership and be clear about its essentials.				

VI: Reference Book:

1. M.C. Kuchhal&VivekKuchhal, Business Legislation for Management, 4thedition,Vikas Publishing House, 2013.
2. K.R.Bulchandani, Business Law for Management, 2008, Himalaya Publishing House.
3. C.L.Bansal, Business and Corporate Laws, 1st edition, Excel Books, 2006.
4. K.C. Garg, V.K.Sareen, Mukesh Sharma, R.C.Chawala, Mercantile Law, 12th Edition, Reprint 2007, Kalyani Publishers.
5. V.S.Datey, Business and Corporate Laws, 5th edition, Taxmann's Allied Services (P) Ltd.
6. Rohini Aggarawal, Mercantile Laws, Reprint 2007,Taxmann's Allied Services (P) Ltd.
7. S.S.Gulshan, Mercantile Law, 3rd Edition, Excel Books.
8. Avtar Singh, Mercantile Law, Eastern Book Company

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment
Subject: Indian legal System for business
BBA IV Sem

Goal : The main purpose is to make the students familiar with the legislative structure of the nation.

Objective: The objective is to enable students to understand about the legal system of the country and develop in-depth learning about legislative constitution and bodies perform legal environment in the nation.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students having command over the	% students have detailed knowledge	% Offers minimal	% Have Low degree of association with

subject and having very good understanding about the legal framework especially the nature and scope of laws, the rationale of legislative system in the country.	about the legislative system and related laws and able to understand the legal environment of the country.	knowledge of legal system and laws, especially the nature and scope legal system.	the subject & attempt to identify and summarize the problem accurately.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A shall have 6 questions, which will be of logical and analytical type. Emphasis shall be on real life situation based question rather than direct theory based question. Out of 6 question 4 shall be solved for 64 marks and there shall be a case for 16 marks in Section B.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Business**Session:** January-June**Class:** B.B.A IV Sem**I: Objective of the course:** To impart understanding of international business.

II:Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcome

CO 1: Analyze the scenario of international business and India's position in international business in global market.

CO 2: Familiarize the students with methods of entry into international market.

CO 3: Assess the role of International Institutions in International Business.

CO 4: Provide the understanding of Export and Import Policy and Export documentation in India.

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2						
CO2			3					1
CO3		2		1			3	
CO4					3			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	An Overview of International	Framework of International Business	B.N.1/2
2			Types of International Business, International Business Approaches	B.N.1/2

3		Business	Global Marketing Theory of Competitive Advantages	B.N.1/2
4			Neo-Classical, Modern Approach to International Business	B.N.1/2
5			Problems of Trade and Aid to Developing Countries.	B.N.1/2
CO:1				
LO: To understand the types of International Business and theories of International Business.				
6	2	International Business Decision	Mode of Entry	B.N.1/2
7			Marketing Mix	B.N.1/2
8			Factors Affecting decision For International Business	B.N.1/2
Presentation I				
CO:2				
LO: Demonstrate the knowledge of Mode of Entry, Marketing Mix and Factors Affecting decision For International Business.				
9	3	Role Of International Institutions	GATT, WTO In International Business	B.N.1/3
10			ECM, IMF In International Business	B.N.1/3
11			IBRD, IDA, IFC, UNCTAD In International Business	B.N.1/3
12			Recent Trends in World trade	B.N.1/2
13			Multi National Corporations and the Trade.	B.N.1/2
CO:3				
LO: To know the Role of International Institutions: GATT, WTO, ECM, IMF, IBRD, IDA, IFC, and UNCTAD in International Business.				
14	4	Recent Trends in India's Foreign Trade	Export and Import Policy, Trade Policy,	B.N.1/2
15			Balance of Payment, Custom and Tariff Rationalization	B.N.1/2
16			Identifying Foreign Markets and Overseas markets,	B.N.1/2
17			International Marketing Mix, Product Development	B.N.1/3

18			Transfer Logistics and Distribution Channels,	B.N.1/2
19			Role of Documentation in International Trade,	B.N.1/2
20			Export Pricing, Methods of International Payments	B.N.1/2
CO:4				
LO: To know the Recent Trends in India’s Foreign Trade and to develop a insight about Export and Import Policy. Export documentation and Logistics.				
21	5	International Capital Movement	Risk in International Operations	B.N.1/2
22			International Investment	B.N.1/2
23			Financing of Foreign trade	B.N.1/2
24			Factor Mobility and Direct Foreign Investment	B.N.1/2
25			Export Finance, Pre and post Shipment credit, Introduction to FEMA	B.N.1/3
26			Insurance. Role of ECGC and export Promotion Councils	B.N.1/3
27			Eurocurrency Market.	B.N.1/2
CO:3,4				
LO: To learn regarding International Capital Movement, role of FEMA, ECGC and foreign direct investment.				
28	6	Regional Economic Groupings	Major Trading Blocks	B.N.1/2
29			Globalization with Social responsibility	B.N.1/2
30			Introduction to International Monetary and Financial System	B.N.1/3
31			Introduction to International Monetary and Financial System	B.N.1/2
32			Case Study-Whose Basmati is this?	B.N.1/2
Assignment I-International Business Environment of BRICS countries				
CO:4				

LO: To understand The Regional Economic Groupings and their importance in global market.

VI: Reference Book:

1. K.Ashwathapa ,**International Business Environment**,2011Tata Mcgraw Hill
2. Mahua Dutta, **International Business**, 2011,IK International Publication
3. Hamilton **The International Business Environment** Oxford Press
4. Shajahan **International Business** Indian Macmillan Publishers

VII: Note:

1. There will be 1 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubric for Internal Assessment

Subject: International Business (BB-403)

BBA IV Semester

Goal : To inculcate the basic knowledge and understandings about various elements and dimensions of international trade.

Objective: To impart understanding of International Business

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is able to perform international business activities, arrange resources and better prepare to meet all documentary need of international business.	% smartly handle business requirement, able to take wise decision, accomplish all essential tasks related to buyers, clearing authorities, legal depart,	% having loose command on documents, terminologies and subject knowledge. Need more efforts to grip superb knowledge	% have poor understanding of subject, concepts are unclear or misunderstood. The students required to be more attentive at

	customs etc.	of the subject.	theoretical front.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Business**Session:** January-June**Class:** B.B.A IV Sem**I: Objective of the course:** To familiarize and develop an understanding of basic concepts, tools

and techniques of management accounting used for business decisions.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 80 marks for two sections section A & B. The section A shall have 6 questions; questions shall be of logical and analytical type. Emphasis shall be on real life situation based questions rather direct theory based questions. Out of 6 questions 4 shall be solved for 64 marks and there shall be a case for 16 marks in section B.

III: Course Outcome

CO 1. To acquaint student with the basic Management accounting concepts, tools and techniques for decision making.

CO 2. Develop critical thinking skills to analyze planning and budgetary control methods

CO 3. Demonstrate critical thinking skill to analyze various financial variances.

CO 4. Develop the ability to use marginal costing for decision making..

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2			2	1		
CO 2		1	3					
CO 3				3				3
CO 4							3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Basics of Management Accounting	Meaning and definition of Management Accounting,	
2				
3			Evolution of Management Accounting	
4			Nature and Scope of Management Accounting	
5			Relationship of Management Accounting with Other Branches of Accounting and Other Disciplines of Studies	
6			Presentation	
CO:1				
LO: Develop systematic and scientific understanding of Management accounting and its scope.				
7	2	Budgetary Control	Meaning of Budget, Budgetary Control and its use as a management tool	B.N.1/2
8			Functions of Budgets	B.N.1/2
9			Difference between Budgets and Forecasts	B.N.1/2
10			Planning Process and Budgetary Process	
11			Stages in Budget Process, Various Types of Budgets	
12			Zero Based Budgeting, Activity Based Budgeting, Fixed and Flexible Budgets.	
13			Behavioral Aspects in Budgeting	
14			Presentation	
CO:2				
LO: Acquaintance with basic concept of Budgetary control techniques				
19	3	Standard Costing	Introduction to Standard Costing	B.N. 7
20			Cost Standards and their types	
21			Operation of Standard Costing System	
22			Establishing Standard Costs, Analysis,	
23			Analysis, Interpretation, Presentation and Disposal of variances	
24			Practical problems	
25			Practical problems	

26			Presentation	
CO:3				
LO: Develop understanding to analyze variances with the help of standard costing.				
27	4	Marginal Costing as a Tool for Decision Making	Change in product Mix	
28			Pricing Decisions, Exploring a New Market,	
29			Shut-down Decisions; Make or Buy Decision	
30			Practical problems	
31			Practical problems	
32			Practical problems	
A-1, Submission within 5 days				
CO:4				
LO: Application of Marginal Costing as a tool and technique used for business decisions.				

VI: Reference Book:

1. S.P.Jain&K.I. Narang Cost and Management Accounting; Mayur Paperbacks, A-95, Sector 5,
2. M.N. Arora Cost and Management Accounting(Theory and Problems); Himalaya Publishing House,
3. R.S.N Piallai Bhagvathi Management Accounting; S. Chand & Co. Ltd.
4. V.k. Saxena& C.D. Vashist Cost and Management Accounting Sultan Chand & Sons,
- 5 .M/N. Arora : A Text Book of Cost and Management Accounting Vikas Publishing. House

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII: Rubric for Internal Assessment
Subject: International Business (BB-403)
BBA IV Semester

Goal : To inculcate the basic knowledge and understandings about various elements and dimensions of international trade.

Objective: To impart understanding of International Business

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is able to perform international business activities, arrange resources and better prepare to meet all documentary need of international business.	% smartly handle business requirement, able to take wise decision, accomplish all essential tasks related to buyers, clearing authorities, legal depart, customs etc.	% having loose command on documents, terminologies and subject knowledge. Need more efforts to grip superb knowledge of the subject.	% have poor understanding of subject, concepts are unclear or misunderstood. The students required to be more attentive at theoretical front.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Operation Research****Session****Class: BBA IV Sem**

I: Objective of the Course: The objective of this course is to help the students acquire quantitative tools, and use these to analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.

II: Examination:

There shall be 20 marks for internal evaluation and 80 for external paper. Examination paper shall have two sections Section A and B. Section A shall have theoretical questions and section B shall have numerical. There shall be five questions in section A to be answered for 48 marks. The section B shall have 4 questions and two to be answered for 32 marks.

III: Course Outcome:

1. To Understand the concepts and importance of Operations Research
2. To analyze real life system with limited constraints and depict it in a model form.
3. To develop the skills of formulating mathematical models in day to day business operations
4. To develop skills in decision making by applying Operations Research theories in real life

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3		4		2			
CO2		1			2	3		
CO3	1		3				1	
CO4	2			1			4	4

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Operation Research	Meaning, Scope of Operation Research	B.N:2, B.N:3
2			Operations Research In Management, Advantages And Limitations.	
First Group Assignment: How OR helps in business decisions?				
CO:1				
LO: Learn the importance of Operations Research and understand Operations Research theories and models and their variety of scenarios.				
3	3	Assignment Problem	Assignment Model As A Particular case of Transportation Problem	B.N:5, B.N:9
4			Formulation of Assignment Problems, Solution of Assignment Problems Using Hungarian Method (Minimization)	
5			Hungarian Method (Maximization), Solution of Assignment Problems Using Hungarian Method (Route Allocation)	
6			Practice problems	
A-1: First Assignment (Worksheet)				
CO:3				

LO: Be able to build and solve Assignment Models and analyze decision problems and design analytical models describing

7	2(B)	Transportation Model	Introduction of Model, Basic Feasible Solution through NWCR, LCM, RM, CM & VAM	B.N:6, B.N:7
8			Vogel's Approximation Method, Optimization (maximization)	
9			Modified Distribution Method	
10			Modified Distribution Method	
11			Practice Problem	

A-2: Second Assignment (Worksheet)

CO:2(b)

LO: Be able to build and solve Transportation Models and understand the mathematical tools that are needed to solve optimization problems.

12	4(A)	Sequencing Problem	Introduction to Sequencing	B.N:4, B.N:8
13			Processing through 2 Machines	
14			Processing through 3 Machines	
15			Processing through s jobs & k machines	
16			Travelling Salesman Problem	

CO:4(a)**LO:** Understand the mathematical tools that are needed to solve optimisation problems.

17	4(B)	Replacement Models	Introduction, Scope In Management, Individual Replacement	B.N:3, B.N:1
18			Individual Replacement with time value of Money	
19			Group Replacement	

A-3: Third Assignment (Worksheet)**CO:4(b)****LO:** learn to recognize situations in which typical decision problems occur - distinguish the different classes of decision problems

20	2(A)	Linear Programming	Meaning of Linear Programming, Advantage And Limitations of LPP, General Mathematical Formulation	B.N:2, B.N:9
21			Graphical Analysis of LPP	
22			Simplex Method, Minimization case	
23			Big-M Method	
24			Simplex Method, Maximization	

			case	
25			Practice Problems	
26			Practice Problems	

Second Group Assignment: Importance of LPP in various Management field

CO:2(a)

LO: Understand how to translate a real-world problem, given in words, into a mathematical formulation

27			Introduction to Network Diagram	
28			Practice Diagram	B.N:
29			Introduction to CPM	
30	5	Network Analysis	Technique and Its Applications	B.N:6, B.N9
31			Concept of Floats & its Application	
32			Understanding PERT Problem	

A-4: Fourth Assignment (Worksheet)

CO:3

LO: Be able to design models, like: CPM to improve decision –making and develop critical thinking and objective analysis of decision

VI: Book References:

- 1 S.D. Sharma, Operations Research, Meenit, Kedar Nath Ram Nath and Co 8 Edn., 2002
- 2 Hamdy A.Taha, Operations Research: An Introduction, Pearson 2008
- 3 H.M. Wagner, Principles of Operations Research with Application to Managerial Decisions,
- 4 Chawla, Operation Research, Kalyani Publication Ludhiyana,2009
- 5 Sharma Anand, Operation Research, 2008, Himalaya Publishing House
- 6 Kalawati, Operations Research, Vikas Publication Pvt.ltd.2008
- 7 Winston,Operation Research Application and Algorithem, Cengage Learning 2008
- 8 P.K. Gupta and D.S. Hira, Operations Research, New Delhi, Sultan Chand Publications, 2000.
- 9 V. K. Kapoor, Problems and Solutions in Operations Research, New Delhi, Sutan Chand and Sons, 2001
- 10 RD. Vohra. Quantitative Techniques, New Delhi, Tata McGraw Hill Publications, 15 Ed., 2003.

- 11 Bobby Srinivasan and C.L. Sandblom, Quantitative Analysis for Business Decisions, Singapore, McGraw H 2001
- 12 C.R. Kothari, An Introduction to Operational Research , New Delhi, Vikas Publications, 3rd Ed., 2009

VII: Note:

- 1 There will be Four home assignments, each carry 1 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII : Rubric for Internal Assessment**Subject: Operation Research****BBA IVSem**

Goal : The learners will be able to determine and analyze the system behaviour by developing appropriate models.

Objective: To develop the knowledge of quantitative tools, and use these tools for the analysis and solution of business problems. The emphasis will be on the concepts and application.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student demonstrate the ability to construct a clear and insightful problem statement with evidence of all factors in relevant context .	% able to make accurate judgments and draw appropriate conclusions based on the analysis of data	% demonstrate limited ability in identifying a problem statement or related factors in certain context.	% Have Low degree of association to analyze the problem within specific context from subject perspective.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Supply Chain Management**Session:** January - June**Class:** BBA - IV Sem

I: Objective of the Course: To offer understanding of supply chain functions and advantages for business.

II: Examination: There shall be 20 marks for internal evaluation and 80 for external paper. Examination paper shall have two sections Section A and Section B. Section A shall have theoretical questions and section B shall have numerical. There shall be five questions in section A and three shall be answered for 48 marks. The section B shall have 4 questions and two to be answered for 32 marks.

III: Course Outcome:

CO1 Understand the structure of supply chains and the different ways through which supply chains can become competitive in the market

CO2 Learn the methods used by organizations to procure the property, facilities, equipment, materials and services required to operate.

CO3 Design a procurement system that effectively employs demand forecasting, demand management and inventory management techniques.

CO4 To provide an insight into the role of Internet Technologies in supply chain operations Utilize and select appropriate web-based technology.

IV:PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	2					1	2
CO2		1		2				
CO3	1			3	2			
CO4						3	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Understanding Supply Chain	SCM concepts and Definitions	B.N:1, B.N:4
2			Key decision areas	
3			Strategic Supply Chain Management and Key components	
4			External Drivers of Change	
5			Dimensions of Logistics	
6			Macro perspective and the macro dimension	
7			Logistic system analysis	
8			Case: Amazon	
CO:1				
LO: To understand the fundamental concepts of supply chain management concepts.				
9	2	Sourcing strategy	Manufacturing Management	B.N:2 , B.N:4
10			Make or buy decision	
11			Distribution Centers	
12			Capacity Management	
13			Materials Management	
14			Choice of Sources	
15			Procurement Planning	

A-1 First Assignment Submission within 3 Days**CO:2**

LO: Able to identify and assess tradeoffs between the three key areas of transportation, inventory, and warehouse management and recommend actionable plans and strategies.

16	3	Distribution strategy	Choice of Market	B.N:1, B.N:2
17			Network Design	
18			Warehouse Designed Operation	
19		Distribution strategy	Distribution planning	B.N:1, B.N:4
20			Transportation	
21			Packaging	
22			Demand forecasting	

CO:3

LO: Learn the process of getting the right products to the right places, at the right time, in the right size or quantities and in the condition expected by the consumer, yet at the lowest possible cost.

23	4	Inventory Strategy	Inventory Planning	B.N:2, B.N:4
24			Planning of stocking facilities	
25			warehouse location allocation	
26			Warehouse design and operations - inventory norms	
27			Customer Service Strategy	

First Group Presentation**CO:3**

LO: Demonstrate the effective use of different forecasting techniques in solving business and economic problems.

28	5	Channels of Distribution	Service Needs, Cost of Services	B.N:1, B.N:2
29			Revenue Management	

A-2 Second Assignment Submission within 3 Days				
CO:3				
LO: Understand the foundational role of logistics as it relates to transportation and warehousing.				
30	6	IT & SCM	E Commerce and Supply Chain Management	B.N:2, B.N:4
31			Organizational Issues and Supply Chain	
32			ERP and Supply Chain Management	
Second Group Presentation				
CO:4				
LO: Understands how technology has and continues to change logistics and supply chain management.				

VI: Text Readings:

1. Mohanty & Deshmukh, **Supply Chain Management**, 2011, Biztantra
2. Upendra Kachru **Exploring the Supply Chain**, 2010, Excel Books,
3. Janat Shah **Supply Chain Management**, 2010, Pearson Education,
4. Badi N.V. **Supply Chain Management**. 2010, Vrinda Publications

VII: Note :

1. There will be two home assignments, each carry 2 marks.
2. Two groups Presentation based on the practical aspect of the subject.
3. There will be one Major Internal Test
4. Group size will be 4-5 students, & each group will be given separate topic of Presentation.
5. Class performance & Discipline will be an important factor for assessing internal marks.
6. Attendance will be multiplying factor as per given in academic plan

VIII : Rubric for Internal Assessment
Subject: Supply Chain Management
BBA IV Sem

Goal : The course would acquaint the students with various concepts and models of supply chain network design, forecasting, inventory, transportation etc. and also enable them to apply the tools in real-life situation.

Objective: To offer understanding of supply chain functions and advantages of business.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% are able to analyze and take key decisions in logistics and supply chain management considering its strategic, , tactical and operational aspects from an integrated perspective by covering subjects from technology, engineering and business.	% be able to take into account the relationships between supply chain and other areas of business to make holistic judgments when analyzing business situations.	% Students have basic understanding about logistics and supply chain management.	% Students do not have adequate understanding and knowledge about logistics and supply chain management.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Advertising and Brand Management**Session:** July - Dec**Class:** B.B.A. V Sem

I: Objectives of course: The purpose of this course is to familiarize the students with the role of advertising in the context of promoting products and services Advertising is one of its most ubiquitous promotional tools on which big money is spent. It is important to understand the advertising process and key decision areas for effective management & this function.

II: Examination: The faculty member will award internal marks out of 20 (8 for Tests and 12 for class participation). The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes(CO):

CO1 Understand various concepts of advertising and promotion to increase business opportunities.

CO2 Understand consumer behavior to design advertising, product and overall business strategies.

CO3 Apply knowledge of business management studies for brand building in order to gain market acceptance and competitiveness.

CO4 Understand business strategies related to IT, Advertising, Decision Making for efficiently positioning the brand

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1-	PO 2	PO 3-	PO 4-	PO 5-	PO 6-	PO 7-	PO 8-
CO1-	3			1				
CO2		3			2			
CO3								2
CO4			2			3	3	

V: Session Plan:

Lecture. No	Unit No.	Topic	Sub-topic	Reference		
1	Unit1	Advertising industry	Advertisers, agencies, media companies and other Organizations.	B.N.1, 6, 7, 8		
2			The communication model: communication process, stages and challenges	B.N.1, 6, 7, 8		
3			Economic, social, ethical and regulatory aspects of advertising.	B.N.1, 6, 7, 8		
4			Case Study	B.N.1, 6, 7		
5			Demand creation: Role of advertising in primary and secondary demand	B.N. 6, 7, 8		
6			How advertising works" Hierarchy of effects model	B.N. 6, 8		
7			advertising objectives, routes to persuasion.	B.N.6, 7		
8			Case Study	B.N. 6, 7		
A-1First Assignment Submission within 3 Days						
CO:1						
LO: Acquire basic level practical knowledge and skills in the field of marketing, finance, human recourse, Information Technology and production and apply in the real global business world.						
9	Unit 2	Customer behavior and advertising	segmentation	B.N. 6		
10			motivation analyses	B.N. 6		
11			value proposition	B.N. 6		
12			Advertising message: message objectives, recall, attitude, emotions and feelings Message tactics: creative approaches	B.N. 6, 7		

Lecture. No	Unit No.	Topic	Sub-topic	Reference
13			copy writing, advertising artwork	B.N. 6, 7
CO:2				
LO: To familiarize the students with the concepts, principles, theories and functions of management and the recent developments in management practices.				
14			copy in conventional media and cyberspace	B.N. 6, 7
15			Case Study	
16	Unit 3	Advertising Objectives	goals and objectives	B.N. 8
17			DAGMAR	B.N. 8
18			Media strategy: budgeting, approaches and allocation	B.N 1, 6, 7
19			Media planning types, class, vehicle, scheduling and new media forms	B.N 1, 6, 7
20			Case Study	
A-2Second Assignment Submission within 3 Days				
CO:3				
LO: To understand entrepreneurial and managerial skills and apply for effective business management.				
21	Unit 4	Advertising Effectiveness	Advertising effectiveness; pro and post launch research	B.N 1, 6, 7
22			Advertising in the evolving marketing environment	B.N 1, 6, 7
23			Case Study	B.N 1, 6, 7
CO:4				
LO: Ability to create, selected and apply appropriate analytical tools, techniques and methods in the modern management activities and use in managerial decision making.				

Lecture. No	Unit No.	Topic	Sub-topic	Reference
24	Unit 5	Branding context	assets and the asset, concept of value, brand and marketing metrics	B.N 6,7,8
25			brand image and personality, brand and product	B.N 6,7,8
26			Brand planning; brand vision and visioning process	B.N 6,7,8
27			Business of brand: Brand audit brand reality checks and brand appraisal.	B.N 6,7,8
28			Case Study	B.N 6,7
CO:3				
LO: Communicate effectively in different business contexts and situations so as to be able to receive and ve clear instruction, comprehend, write reports, prepare documentation and make effective presentations.				
29	Unit 6	Brand positioning	Choice of context, parity and differentiation. repositioning	B.N 6,7,8
30			brand assets and liabilities,	B.N 6,7,8
31			equity creation and management	
32			Case Study	B.N 6,7,
A-3ThirdAssignment Submission within 3 Days				
CO:4				
LO: Demonstrate IT knowledge and skills for efficient and effective business processes and develop innovative methods of applying IT and e commerce for competitive advantages.				

VI: Reference Book

1. Belch, Belch, Advertising& Promotion: An Integrated Marketing Communication
2. Keller, Strategic Brand Management,3/e, Pearson2010
3. Kazmi& Batra Advertising & Sales Promotion, Excel Books, 2010
4. Harsh Verma Brand Management, Excel Books, 2010

5. Keller, Best Practice Cases in Branding, 3/e, Pearson 2010
6. Batra-Advertising Management 5/e, Pearson 2010
7. Chundawala – Sethia: Foundations of Advertising
8. Shyamprasad – Sumit Kumar – Advertising Management

VII: Note

1. There will be four class tests/assignment/presentation of 10-15 minutes each without declaration of the date. Each carry 1 mark.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. Each carry two marks, the marks of the best of two major tests will be included in internal marks.
3. There will be two major group assignments; group size will be of 3 or 4 students. Each group will be given separate topic of assignment. Each assignment carries 3 marks.
4. Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
5. The result of each tests/assignment will be declared within one week.
6. If any student doesn't submit assignment on time, half marks credit will be given after submission of the assignment.
7. Attendance will be a multiplying factor as per given in academic plan.

Rubric for Internal Assessment

Subject: Advertising and Brand Management (BB-505M)

BBA V Semester

Goal : To develop marketing skills for handling issues, result oriented marketing decisions, strategy formulation & implementation and developing media plan for efficient business execution.

Objective: The objective of this course is to develop an insight and understanding of advertising and brand management among marketing students.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is able to perform all media related task efficiently. Can make effective communication with target customers and handle competition through various marketing tools and strategies.	% smartly handle marketing requirements of the business and able to take timely decision related to brand extension and management.	% are quite low in concept understanding, weaker in fully describing various advertising and brand management mechanism. Required more efforts for gaining knowledge of subject.	% have poor understanding of subject, concepts are unclear or misunderstood. The students required to be more attentive at theoretical front.

IX: Scheme of Internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Banking and Insurance**Session:** July.-Dec**Class:** B.B.A V Sem**I: Objective of the course:**

The objectives of this course are to explain to develop an insight and understanding of Banking and Insurance.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. Internal components shall be of 20 marks based on continuous evaluation. The semester examination will be worth 80 marks, it will have two sections, A & B. Section A worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain cases.

III: Course Outcomes(CO):

CO1 Critically understand the concept, principals of risk and risk management tools such as life and general insurance

CO2 Understand the various products of life as well as general insurance and its implication

CO3 Understand the banking industry in India and its importance towards the sustainable economic development and recent developments in banking industry

CO4 Analyze the various types of risk faced by banks and implication of Basel framework to manage the same.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		1			2	3
CO 2	3		3	1			2	3
CO 3	2	3			1	2	1	
CO 4	2	3	3	3		2		2

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Risk and Insurance	Risk and Insurance: Defining Risk, Nature and Types of risk	B.N. 1
2			Risk Management Process,	B.N. 1
3			Risk and its relation with Insurance.	
4			Concept and significance of Insurance, Classification of Insurance – Life and,	
5			Classification of Insurance- Non life	B.N. 1
6			General Principles of Insurance,	B.N.2
CO:1				
LO: Describe various types of risk and risk management process with relation to insurance. Understand the concept and principal of life and general insurance.				
7	2	Life Insurance	Principles, Products- Term Insurance Endowment, Insurance	B.N.7
8			Pensions,	B.N.7
9			Group Insurance	B.N.7
10			IRDA	B.N.7
11			Presentation I	
Assignment I				
CO:2				
LO: Understand life insurance principles and various types of products and its implication.				
12	3	Overview of Banking Industry:	Banking Structure in India- RBI, Commercial,	B.N.12
13			Rural and Co-operative banks their role and significance,	B.N.12
14			SLR, CRR concepts.	B.N.12
15			Banking Ratios	B.N.12
CO:3				
LO: Describe banking structure in India, its role, functions and various economic stabilization tools.				
16	4	General Insurance	Principles, Products Fire Insurance	B.N.15
			Marine Insurance	B.N.15
17			Motor Vehicles, ,	B.N.15
18			Public Liability	B.N.15
19			Third Party Insurance,Group Insurance	B.N.15
20			Burglary Insurance, Claim settlement	B.N.15
21				

CO:2				
LO: Understand General insurance principles and various types of products and its implication.				
22	5	Banking Risks & Recent Development:	Credit, Liquidity,	B.N.14
23			Market risk, Operational risk	B.N.14
24			Interest Rate risk ,	B.N.14
25			Solvency risk	B.N.14
26			Universal banking, E-Banking,	B.N.14
27			Mobile banking,	B.N.14
28			ALM Process	B.N.14
29			ALM Process contd.	B.N.14
CO: 4				
LO: Understand various types of risk in the banking systems and its management. Describe various recent development in banking industry.				
30	6	Basel I & Basel II	Basel I	B.N.14
31			Basel II	B.N.14
32			Presentation II	
Assignment II				
CO: 4				
LO: Understand Basel I and II regulatory framework and its implications.				

VI: Reference Book:

1. ICSI.Banking and Insurance Law &Practices,Taxmann's Publication.
2. Rejda,Principles of Risk Management and Insurance, 9/e, Pearson,2010
3. V Iyenger Introduction to Banking, Excel Books,2010
4. Neelam C Gulati Principles of Insurance Management, Excel Books,2010
5. Arunajatesan – Risk Management and Insurance,2010 Macmillan Publishers
6. IIB, Advanced Bank Management 2010 Macmillan Publishers
7. Neelam C Gulati Principles of Banking Management, Excel Books,2010
8. Skipper, Risk Management and Insurance Perspectives in Global Economy,1st Edn.
2008, Wiley
9. IIB, Bank Financial Management, 2010 Macmillan Publishers
10. Hull-Risk Management and Financial Institutions, Pearson, 2010
11. Black-Life and Health Insurance, 13/e, Pearson, 2010
12. Timothy Koch & MacDonald, "Bank Management", New York, Dryden Press,
13. Vasant Joshi and Vinay Joshi, "Managing Indian Banks", Response Books

14. Justin Paul-Management of Banking and Financial Services, 2/e, Pearson,2010

15. P.K.Gupta, Risk and Insurance Management, Himalaya Publishing House.

VII: Note:

1. There will be 2 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assign to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubric for Internal Assessment

Subject: Banking and Insurance

BBA V Sem

Goal : The purpose is to gain knowledge of banking and insurance sector and to analyse the latest trends and financial environment in which they operate.

Objective: The objectives of this course is to develop an insight and understanding of banking and insurance.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% acquire sound knowledge of fundamental and skills which are essential for a successful career in the banking and insurance sector.	% understood the key concepts of banking and insurance and their role in financial markets.	% are familiar with basic concepts of framework of banking and insurance.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Customer Relationship Management****Session: Jul-Dec****Class: BBA V Sem****I: Course Objective:**

The objective of the course is to develop an insight and understanding of Customer Relationship Management.

II: Examination

The faculty member will award internal marks out of 20. The semester examination will be carrying 80 marks having two sections A and B.

III: Course Outcome:

CO1 Analyze relationship economics from the point of view of the customer and the organization.

CO2 Provide students with the knowledge of the fundamental aspects of developing and managing customer relationships..

CO3 Introduce students to the tools commonly used for developing and implementing CRM programs..

CO4 Understand different CRM strategy in current business environment.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3						1	1
CO2	3	3	1					
CO3		2		2		1		
CO4				2	2		3	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to CRM	Definition and concepts of CRM,	BN.1/2/3/4/5
2			Components of CRM,	BN.1/2/3/4/5
3			Understanding the goal of CRM	BN.1/2/3/4/5
4			Customer Touch Points.	BN.1/2/3/4/5
5			Case Discussion	
CO:1				
LO: Learning of Basics of concepts of CRM.				
6	2	CRM Process:	Introduction and Objectives of a CRM Process	BN.1/2/3/4/5
7			an Insight into CRM and e-CRTA/online CRM	BN.1/2/3/4/5
8			The CRM cycle i.e. Assessment Phase; Planning Phase; The Executive Phase	BN.1/2/3/4/5
9			Modules in CRM, 4C's (Elements) of CRM Process	BN.1/2/3/4/5
10			CRM Process for Marketing Organization, CRM Affiliation in Retailing Sector.	BN.1/2/3/4/5
Assignment Submission				
CO:2				
LO: Understand the detailed process of CRM				
11	3	Developing CRM Strategy	Role of CRM in business strategy,	BN.1/2/3/4/5
12			Understanding Service Quality	BN.1/2/3/4/5
13			Technical, Functional, and dimensions of service quality	BN.1/2/3/4/5
14			Managing Customer communications.	BN.1/2/3/4/5
Assignment Submission				
CO:3				
LO: Understand and analysis of CRM Strategies.				
15	4	CRM Implementation	Choosing the right CRM Solution	BN.1/2/3/4/5
16			Framework for	BN.1/2/3/4/5

			Implementing CRM: a Step-by-Step Process	
17			Five Phases of CRM Projects	BN.1/2/3/4/5
18			Development Customizations;	BN.1/2/3/4/5
19			Beta Test and Data Import	BN.1/2/3/4/5
20			Train and Retain;	BN.1/2/3/4/5
21			Roll out and System Hand-off; Support.	BN.1/2/3/4/5
22			Case Study Discussion	
CO:4				
LO: Understand the details of CRM implementation.				
23	5	Sales Force Automation	Sales Process, Activity,	BN.1/2/3/4/5
24			Contact, Lead and Knowledge Management	BN.1/2/3/4/5
25			Field Force Automation	BN.1/2/3/4/5
26			Class presentation	
27			Class presentation	
28			Class presentation	
29			Class presentation	
CO: 2				
LO: Understand Importance of sales force in CRM.				
30	6	CRM links in E-business	E-Commerce and Customer Relationships on the Internet	BN.1/2/3/4/5
31			E-Commerce and Customer Relationships with Supplier	BN.1/2/3/4/5
32			Case Discussion	
CO:4				
LO: Understand importance of IT in CRM.				

VI: Book recommended:

1. Mohammed, H. Peeru and a Sagadevan. Customer Relationship Management. Vikas Publishing House, Delhi.
2. Paul Greenberge. CRM-Essential Customer Strategies for the 21st Century. Tata McGraw Hill
3. Judith W Kincaid, Customer Relationship Management: Getting It Right, New Jersey: Prentice Hall, New Delhi.
4. Jon Anton, Customer Relationship Management, Prentice Hall of India, New Delhi.
5. Madhavi Garikaparthi, CRM – The New Face of Marketing, ICFAI Press, Hyderabad.

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment**Subject: Customer Relationship Management****BBA V Sem**

Goal : To make the students aware of the various concepts of CRM, it's process and developing CRM strategy .

Objective: The objective of this course is to develop an insight and understanding of customer relationship management.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students have knowledge and skills that customer	% students have lesser knowledge and skills that customer relationship specialists need in	0% Offers minimal knowledge and skills that	%.... student needs improvement to understand the concept of

relationship specialists need in performing their strategic role and also understands how CRM practices can be put into practice in a variety of organizations.	performing their strategic role.	customer relationship specialists need in performing their strategic role.	Customer Relationship Management. Knowledge about subject is weak or poorly gained.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation	Quiz	Assignment	VIVA out of 20	Internal out of 20		
Out of 20	Out of 20	Out of 20				

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Human Resource Development

Session: Jul-Dec

Class: BBA V Sem

I: Course Objective:

The objective of this course is to develop an insight and understanding of Human Resource Development.

II: Examination scheme:

Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcome:

CO1 :Demonstrate an understanding of key terms and concepts of HRD

CO2 : Demonstrate Roles and Competencies of HRD professionals for employee development and problem solving in the areas of HRD.

CO3 : Analyse the key issues related to the development of human resource such as mentoring, counseling, work life balance, career planning and training.

CO4 : Describe the meaning of terminology and tools used in HRD Audit and it's use in business improvement.

V:Session Plan:

.Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	HRD Concepts:	Definition, Evolution of HRD Concepts	B.N.3/B.N.1
2			Differentiate between HRM & HRD.	B.N.3/B.N.4
3			Challenges & Goals of HRD.	B.N.3/B.N.5
4			Case Study Analysis	
CO:1				
LO: This Unit will help the students to understand the basic concepts of HRD, along with the challenges and goals of the HRD professionals in an organisation				
5	2	HRD Function:	Brief -HRD department structure,	B.N.3/ B.N.5
6			Detailed Discussion of HRD department structure	B.N.3 / B.N.4
7			HRD department functions	B.N.5 / B.N.4
8			HRD staffing functions	B.N.3/ B.N.4
CO:2				
LO: The second Unit will make the students understand the various structures of the HRD department according to the number of employees in an organisation and the process of managing staff for them				
9	3	HRD Professionals:	Roles and Competencies,	B.N.5
10			Live Case Discussion	
CO:3				
LO: This Unit emphasizes the Roles played by the HRD professionals and it will help the students to understand the competencies which these professionals possess.				
11	4	Career Management and Development.	Career Management and Development	B.N.3
12			Mentoring at workplace.	B.N.3
13			Work-Life Integration,	B.N.3
14			Performance Management System	B.N.3
15			Case Discussion	

Assignment Submission				
CO:3				
LO: This unit will makes the students understand the path of Career development along with the concept and usage of Mentoring. Understand to Balance between professional and personal life.				
16	5	HRD Audit	HRD Audit-Meaning and Concept	B.N.7
17			Need, Designing HRD Audit Process	B.N.7
18			Parameters to be Audited	B.N.7
19			Audit Results, Preventive and Corrective Actions	B.N.7
20			Role in Business Improvement	B.N.7
21			Methodology and Limitations	B.N.7
22			Case Discussion	
CO:4				
LO: This Unit makes the students understand the Audit process for the HR activities. The process, the documentation, the results, the preventive measures and also the HRD Score card.				
23	6	Applications of HRD	HRD Climate	B.N.8
24			HRD for managing organizational change	B.N.8
25			HRD for Workers (blue collar employees)	B.N.8
26		Presentations by students		
27		Presentations by students		
28		Group discussion		
29		Case study analysis		
30		Presentations		
CO:4				
LO: This Unit helps the students to understand the Organizational climate and at the same time they also understand how to manage change in the work place.				

VI: Book References:

1. Kandula, **Strategic Human Resource Development**, 2010 PHI Learning
2. French, Bell - **Organizational Development and Transformation**, 6e TMH 2008
3. R Krishnaveni, **Human Resource Development** Excel Books, 2010
4. Kalyani Mohanty **Human Resource Development & Organisational Effectiveness**, Excel Books, 2010
5. Dessler- **Human Resource Management** 11/e, Pearson 2010 Mankin. D. (2009) **Human Resource Development** New Delhi, Oxford Univ Press
6. Kozlowski. S. V/. J. & Slas. E, (Ed). **Learning, Training, and Development in Organisations.** (2009). New York: Routledge
7. Agarwala. T. **Strategic Human Resource Management**, 2007, Oxford University Press; Rao. T. V., **HRD Audit** New Delhi: Response Books.
8. Som, A. **Organization Redesign and Innovative HRM** .2008. New Delhi: Oxford University Press
9. Wornor. J.M.t & DeSimono, R. L **Human Resource Development: Foundation: Framework & Application** 2010, Cengage Learning.

VII: Notes:

1. Class participation in all activities is must and carries marks.
2. Class participation activity like Group discussion, etc. carries 4 marks.
3. Class presentation constitutes 4 marks for each student either in group or as individual.
4. Assignment submission of case study analysis carries 4 marks.
5. Attendance in class is compulsory and carries 4 marks.
6. One internal test to be conducted after the syllabus completion will carry 8 marks.

VIII : Rubric for Internal Assessment
Subject: Human Resource Development and Audit
BBA V Sem

Goal : The students are to be acquainted with various concepts, process and practices of HRD in the present Corporate world.

Objective: The objective of this course is to develop an insight and understanding of Human Resource Development.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% students were outstanding and have knowledge and skills that HRD professional need in performing their strategic role.	%...students were accomplished and able to articulate some perspectives of HRD practices.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They need improvement to understand the concept of human resource development.
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IX: Scheme of Internals Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH**Lesson Plan****Subject: Indian Financial Systems****Session: July-Dec****Class: BBA V Sem**

I: Objective of the Course: The objective of this paper is to create awareness about International management system of different countries.

II: Examination: The faculty member will award marks out of a maximum of 20 marks (Internal Evaluation). The semester examination will be worth 80 Marks (External evaluation).

III: Course Outcomes(CO):

CO1 Explain the Basic function of Financial system and describe the basic of financial Institutional & Market are working for development of Indian Economy.

CO 2 Explain the understanding of operation of Financial Market as well as Financial Institutions and apply the function of SEBI in Indian Capital Market.

CO 3 Analyze the use of Leasing & Hire Purchase and Forfeiting in Corporate Financing.

CO 4 Explain the uses of Credit Rating by Investors for Investment in Indian Financial Market.

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	CONCEPT OF FINANCIAL SYSTEM;	Formal and informal financial systems	B.N. 1,2
2			Functions of financial system,	B.N. 1,2
3			Nature and Role of financial institutions	B.N. 1,2
4			Nature and Role of financial markets	B.N. 1,2
5			Financial system and the economy.	B.N. 2,3
6			Case study	B.N. 2,3

7			Class test	
CO:1				
LO: Demonstrate the types features & operations of financial system in India.				
8	2	MONEY MARKET	Emerging Structure of Indian Money Market	B.N. 2,3
9			Instruments of Money Market Money Mutual Funds	B.N. 2,4
10			An Overview and 1213I's Regulatory Guidelines	B.N. 2,4
11			Commercial Banks — Role in Industrial Finance and Working Capital Finance	B.N. 2,3
12			Class test	B.N. 3
13			Assignment	
CO:2				
LO: Demonstrate knowledge about the concept & operation of Money Market In India.				
14	3	CAPITAL MARKET	Concept, Structure and Functions of Capital Market;	B.N. 3,4
15			Primary MarketInstruments of Issue and Methods of Flotation	B.N. 3,4
16			Secondary Market — Concept, Market Players,	B.N. 4
17			trading System and Settlement	B.N. 4
CO:2				
LO: Demonstrate the system of Capital Market in India.				

18	4	INSTITUTIONAL STRUCTURE	INDIAN FINANCIAL INSTITUTION: Development Banks- FCLICICI, Sits and IDBI	B.N. 2,6
19			Investment Institutions —UTI and other Mutual Funds	B.N. 3
20			Insurance Organization- Life Insurance Corporation of India	B.N. 3,4
21			SEBI: Scope and Functions, Objectives of SEBI	B.N. 2,3

Assignment**CO:2****LO:** Develop the understanding about the Working of Financial Institutions working in India.

22	5	FINANCIAL PRODUCTS	Leasing overview	B.N. 2,3
23			Leasing numerical Hire Purchase overview	B.N. 5
24			Hire Purchase numerical	B.N. 5,6
25			Factoring	B.N. 7
26			Forfeiting	B.N. 2
27			Case study	B.N. 3

CO:3				
LO: Develop the understanding of Leasing & Hire Purchase and difference among them.				
28	6	CREDIT RATING	Meaning	B.N. 4, 7
29			DERIVATIVES: Basic Introduction	B.N. 2
30			Case study	B.N. 1
31	Assignment			
CO:4				
LO: Demonstrate the understanding of Credit Rating Agencies & Derivatives Operation In India.				

VI: Reference Books:

1. BHole, LM, Indian Financial system, Chug Publication, Allahabad.
2. Johnson, H.J, Financial institutions & Markets, Mc Graw Hill.
3. Machiraju, M.R, Indian Financial System, Vikas Publication House, New Delhi.
4. Ohlson, J.A, The Theory of Financial Markets & Institutions, North Holland.
5. Parsad K.N. Development of India Financial system, Sarup and sons New Delhi.
6. Gordon & Natrajan, Financial Markets and services, Himalaya Publication,2010.
7. Shashi.K.Gupta , Nisha Agrawal, Financial Services, Kalyani Publication,2014.

VII: Note:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Financial system,.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: Indian Financial Systems****BBA V Sem**

Goal : The purpose of including Indian Financial system as a subject is to give a clear understanding and knowledge of Indian Financial Markets, Instruments, Services, Institutions and regulators

Objective: The objective of this course is to develop an insight and understanding of Indian financial systems

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the students are able to understand the role and integration of Financial Systems in Business organizations and to give an insight into the different dimensions of business which help them to solve managerial issues	% understand the major and critical concepts of components of financial systems and its applicability	% understand few of the key concepts of financial systems and its relevance	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Industrial Relation**Session:** July-December**Class:** B.B.A V Sem

I: Objective of the course: The objective of this course is to develop an insight and understanding of Industrial Relation.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcome:

- CO1 The students are to be acquainted with industrial relations framework in our country.
- CO2 The importance of the maintenance of industrial peace and efforts to reduce the incidence of strike and lockout.
- CO3 To critically examine the provisions in the various industrial Disputes Act, for the prevention and settlement of industrial disputes.
- CO4 Learn the underlying disciplinary enquiry for misconduct to understand in view of acquaint misconduct and procedure to be followed before imposing punishment for misconduct alleged and established.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3						
CO 2		1			2			3
CO 3				1			1	2
CO 4					1			3

V:Session Plan

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Industrial Relations	Concept & Scope	B.N.1/2
2			Concept & Scope	B.N.1/2
3			Concept & Scope	B.N.1/2
CO:1				
LO: To demonstrate descriptive knowledge in the field of industrial relations.				
4	2	Industrial Relations Perspectives	Conflict model Vs. Collaboration model	B.N.1/3
5			Conflict model Vs. Collaboration model	B.N.1/2
6			Conflict model Vs. Collaboration model	B.N.1/3
7			Conflict model Vs. Collaboration model	B.N.1/2
CO:2				
LO: To apply the essential concepts of industrial relations and their interrelationship at the personal, organizational and national levels.				
8	3	Legal Framework of Industrial Relations	Trade Unions	B.N.1/2
9			philosophy and Perspectives	B.N.1/2
10			history and structure of Trade Unions	B.N.1/3
11			Impact of Globalization	B.N.1/2
12			Technology and economic reforms on Trade Unions	B.N.1/3
13			Technology and economic reforms on Trade Unions	B.N.1/2
14			Emerging changes in Trade unions	B.N.1/2
15		Emerging changes in Trade unions	B.N.1/2	
CO:3				
LO: To distinguish the procedure concerning worker participation and participatory institutions and instruments of trade union representation.				
16	4	Discipline and	Negotiation	B.N.1/2

17		Disputes	Mediation	B.N.1/2
18			Arbitration - Works Committee	B.N.1/2
19			Arbitration - Works Committee	B.N.1/2
20			Conciliation. Board of Conciliation	B.N.1/2
21			Court of enquiry	B.N.1/2
CO:4				
LO: To apply theoretical and practical skills in the practice of conciliation and arbitration.				
22	5	Disciplinary procedures and Grievance Management	Disciplinary procedures and Grievance Management	B.N.1/3
23			Industrial Disputes Act	B.N.1/2
24			Industrial Disputes Act	B.N.1/3
25			Negotiation and Conflict Vs Settlements	B.N.1/2
26			Negotiation and Conflict Vs Settlements	B.N.1/2
27			Productivity Bargaining and Gain Sharing	B.N.1/3
CO:3				
LO: To apply principles and rules governing the employment relationship to real world problems and devise solutions.				
28	6	Employee Empowerment	Employee Empowerment	B.N.1/2
29			worker participation in Management	B.N.1/3
30			worker participation in Management and Their impact on Quality of Work Life and Industrial Relations.	B.N.1/2
31			worker participation in Management and Their impact on Quality of Work Life and Industrial Relations.	B.N.1/3
32			Case Study	B.N.1/2

Assignment –Industrial Disputes in India
CO:4
LO: To understand the concept of empowerment that motivates them for decision making and makes and feel more attached to the organization.

VI: Reference Book:

1. Sen-Industrial Relation in India, Macmillan Publisher.
2. Sinha- Industrial Relations Trade Unions and Labor Legislation, Pearson.
3. B.D. Singh- Industrial Relations and Labor Law, Excel Books.
4. Monappa, Arun- Industrial Relations, TMH.
5. Taxman's Labor Laws Taxmann.

VII: Note:

1. There will be 1 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubric for Internal Assessment
Subject: Industrial Relations and labour Law
BBA V Sem

Goal : This course will expose students to the conceptual and practical aspects of industrial relations at the macro and micro levels.

Objective: The objectives of this course is to develop an insight and understanding of industrial relations.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students have	% students have major	% Offers minimal	% Have Low degree of

complete knowledge of labour laws, especially the nature and scope of labor law, the rationale of labor laws in organizations, the international labor organization, occupational hazards and risk, and managing employee relations at work.	knowledge of labour laws, especially the nature and scope of labor law	knowledge of labour laws, especially the nature and scope of labor law	association & attempt to identify and summarize the problem accurately.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH
(IBMR), INDORE
Lesson Plan**

Subject: Project Management

Session: Jul-Dec

Class: BBA- V

I: Objectives: To develop understanding of project planning. To develop ability to monitor and control projects and risk involved. To become familiar with tools and techniques used in managing projects.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be of 20 marks based on continuous evaluation. The Semester Examination will be worth 80 marks, it will have two Section, A and B. Section A, worth 60 marks will comprise of seven theory questions out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain Cases.

III: Course Outcome:

CO1 Learn and become familiar with advanced terminology, concepts, and insights of project and develop the mindset, key skills and processes for project management.

CO2 To apply key project management system techniques and formulate feasibility analysis, identify and solve problems when considering project alternatives and making the correct choice.

CO3 Apply techniques to accurately define project scope, develop plans and control measures to manage projects effectively.

CO4 Integrate the Project Management functions to assist in delivering successful projects.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	2	1						
CO2				3	1	1		
CO3							2	2
CO4			3					2

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub-topic	Reference
1	1	Project Management	Introduction to Project Management	B.N-6,B.N-5
2			Characteristics and types of projects	B.N-6,B.N-5
3			Gaining importance, project life cycle and its phases	B.N-6,B.N-5
4		Project Selection	Project selection, non quantitative and scoring models	B.N-2,B.N-8
5			technical analysis and technology selection,	B.N-2,B.N-5
6			market potential analysis	B.N-2,B.N-5
7			techniques of long term forecasting	B.N-2,B.N-5
CO:1				
LO: Identify project goals, constraints, deliverables, performance criteria, control needs, and resource requirements and Implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.				
8	2	Financial Analysis	Financial feasibility, determinants of cost of project	B.N-9,B.N-5
9			Project financing and deciding optimum capital structure	B.N-9,B.N-5
10			Cash flows from project and owner’s perspective.	B.N-9,B.N-5
11			Project Appraisal	B.N-9,B.N-5
12		Financial feasibility with risk	Financial feasibility with risk. Types of risk	B.N-8,B.N-6

Lecture No.	Unit No.	Topic	Sub-topic	Reference
13			techniques of risk evaluation and its mitigation	B.N-8,B.N-6
14			Sensitivity analysis, Hiller's model	B.N-8,B.N-6
15			scenario analysis, simulation	B.N-8,B.N-6
A1: Importance of Feasibility study in Current Scenario.				
CO:2				
LO: Manage the selection and initiation of individual projects and of portfolios of projects in the enterprise. Conduct project planning activities that accurately forecast project costs, timelines, and quality. Implement processes for successful resource, communication, and risk and risk management.				
16	3	Network Analysis & Time Cost Relationship	Network analysis, construction of networks	B.N-8,B.N-7
17			CPM	B.N-8,B.N-7
18			various types of floats and their application	B.N-8,B.N-7
19			PERT and its applications	B.N-8,B.N-7
20			Practical Problems PERT	B.N-8,B.N-7
21			Time cost relationship, crashing for optimum cost and optimum time	B.N-8,B.N-7
22			Practical Problems	B.N-8,B.N-7
23			Resource leveling	B.N-8,B.N-7
CO:3				
LO: To understand pictorial representation of the interrelationship of all types of activities through CPM and PERT methods and has come to forefront for planning, scheduling and controlling the complex projects consisting of number of work contents in order to minimize resources and cost of the project.				
24	4	Introduction to project software and applications of MS Project	Introduction to project software and applications of MS Project	B.N-1,B.N-7
25			project manager's skills and functions	B.N-1,B.N-7
Class Test based on University Examination Pattern				
CO:4				
LO: To understand the insights of project software along with the application and interfaces included for better decision making in project management.				
26	5	Human Aspects of Project management	Matrix organization	B.N-5,B.N-6

Lecture No.	Unit No.	Topic	Sub-topic	Reference
27			Social Cost Benefit Analysis	B.N-5,B.N-6
28			UNIDO approach	B.N-5,B.N-6
29			Shadow pricing.	B.N-5,B.N-6
CO:4				
LO: Adapt project management practices to meet the needs of stakeholders from multiple sectors of the economy. And apply project management practices to the launch of new programs, initiatives, products, services, and events relative to the needs of stakeholders.				
30	6	Project Monitoring	Project monitoring, Earned Value Analysis	B.N-2,B.N-7
31			PMIS	B.N-2,B.N-7
32			Project Termination and Audit. Reasons for failure	B.N-2,B.N-7
A2: Why SCBA is important for Project evaluation				
CO:2,3				
LO: Understanding Monitoring and evaluation which are essential to track whether a project is delivering against its desired outcomes. Study the process that helps learn from past successes and make the right decisions, so that current and future initiatives are better able to improve people's lives.				

VI: Book Reference:

1. Gido Effective Project Management 3rd 2008 Cengage Learning
2. Gray & Larson, Project Management: The Managerial Process, 3e TMH 2010
3. Sunil Abrol, Cases in Project Management, 2010, Excel Books
4. Maylor-Project Management 3/e, Pearson,2010
5. Prasanna Chandra, Projects 6th edition, TMH publications
6. R.B. Khanna, Project Management, PHI publication.
7. Gopalakrishnan – Textbook of Project Management,2005 – Macmillan Publishers
8. Rajiv M. Gupta, Project Management, PHI publication.
9. Vasant Dasai, Project management, Himalaya publication

VII: Note:

1. There will be 2 group assignments/presentations; group size will be 4-5 students.
2. There will be 1 major tests based on the practical and theory aspects of the subjects, marks of which will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 4 marks.

VIII : Rubric for Internal Assessment Project Management**Subject: Project Management****BBA V Sem**

Goal : Students will be able to demonstrate understanding of theory and practice of modern project management and able to make judgments and draw appropriate conclusions based on theory and practice.

Objective: To develop an insight and understanding of project management

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Can develop in-depth knowledge and understanding of theoretical framework, principles of methodology and technical expertise in subject area.	% develop adequate knowledge and demonstrate proficiency in the application of relevant concepts and theories from subject perspective.	% described analysis for the problem is clear but problem statement is superficial	% lack of understanding and knowledge of theoretical framework. Fail to make judgments and draw conclusions based on analysis of data.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Mark out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Research Methodology****Session: Jul-Dec****Class: BBA V SEM****I: Course Objectives:** The Objective of this Course is to develop an insight and understanding of Research Methodology**II: Examination:** Students shall be evaluated on two components, internal and end semester examination. Internal component shall be on 20 marks based on continuous evaluation. The semester examination will be of worth 80 marks, it will have two section, A and B. Section A worth 60 mark will comprise of seven theory questions out of which student will be required to attempt any four questions. Section B worth 20 marks will contain cases.**III: Course Outcomes(CO):**

CO1. Understand some basic concepts of research and its methodologies

CO2. Organize and conduct research (advanced project) in a more appropriate manner.

CO3. Develop understanding of quantitative research and qualitative research statistical tools.

CO4. Understand the steps of conducting the business research and writing the research report.

PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2						3	
CO 2	3	1		3		1	2	
CO 3	1		3	2			2	
CO 4	1			3	3		2	

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Business Research	Meaning and Methods of research	B.N. 1, B.N.2
2			Identification and Formulation of Research Problem,Sources of Data	B.N. 1, B.N.3
3			Primary and Secondary Data,Case Study	B.N. 6
4	Assignment			
CO:1				
LO: Understand some basic concepts of research and its methodologies.				
5	2	Research Design	Variable and Types of variables	B.N. 1, B.N.2
6			Hypothesis,Types and Formulation	B.N. 1, B.N.2
7			Types of Research Design,Need for Research Design, Features of good Research Design	B.N. 3, B.N.5
8			Research Design,Types, Exploratory	B.N. 2, B.N.3
9			Descriptive Research Design	B.N. 5
10			Experimental	B.N. 5
11			Diagnostic and Survey Design	B.N. 5
12	Assignment			
CO:2				
LO: Select and define appropriate research problem , research design and its parameters				
13	3	Measurement Methods	Interviews and Surveys,Observation	B.N. 1, B.N.4
14			Content Analysis and Measurement Scales	B.N. 1, B.N.4
15			Techniques of Developing Scales,Reliability and Validity Scales	B.N. 1, B.N.5
16			Case Study	B.N. 1, B.N.2
17	Presentation			
CO:3				
LO: It enables the students to understand and apply the major types of research design.				
18	4	Data Analysis	Data Analysis Using Statistical packages,Hypothesis Testing,Parametric and Non Parametric Tests	B.N. 1, B.N.3
19			Analysis of Differences Between a Single Sample and Population	B.N. 2, B.N.3
20			Analysis of Differences Between two or more than twolevels of an independent variables	B.N. 2, B.N.6
21			Analysis of Design with more than one independent variable	B.N. 1, B.N.3
22			Analysis of relationships,Statistical inferences of one or two samples	B.N. 1, B.N.3
CO:3				
LO: Understanding developed for analysis of data.				
23	5	Market Structures	Chi Square	B.N. 1, B.N.3
24			Chi Square	B.N. 2, B.N.5

25			ANOVA	B.N. 2, B.N.4
26			ANOVA	B.N. 1, B.N.3
27			Use of Multivariate Analysis for Business research	
28	Assignment			
CO:2,3				
LO: Understanding of chi square and multivariate analysis test.				
29	6	Sharing The Results	Reporting Research	B.N. 1, B.N.6
30			Types of Report	B.N. 1, B.N.6
31			Characteristics of Research report	B.N. 1, B.N.6
32	Presentation			
CO:4				
LO: It helps students to formulate and present effective research report.				

VI: Book References:

- 1 William G. Zikmund, Business Research Methods, Cengage Learning, India
- 2 K.N. Krishnaswamy, AppaIyerSivakumar, M.Mathirajan, Management Research Methodology
- 3 Integration of Principles, Methods and Techniques, Pearson Education
- 4 J.K Sachdeva, Business Research Methodology, Himalaya Pub. House
- 5 Paul E. Green, Donald S. Tull, research for Marketing Decisions, PHI.
- 6 Ranjeet Kumar, Research Methods, Pearson Education

VII: Note:

- 1 There will be 3 group major assignment . Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit wil be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment

Subject: Research Methodology
BBA V Sem

Goal : To have a general understanding of research and its use in areas of management research.

Objective: To develop an insight and understanding of research methodology.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% students shows high orientation towards research . Shows complete	___% students shows good understanding of concepts, but need to correlate these concept	___% students shows little understanding of research concept and need more clarity of	___% students shows very basic understanding of subject and find it

understanding of research concepts, they are able to apply the tools of research and also able to plan business research using scientific methods for managerial decisions.	more appropriately with managerial problems.	concept for correlating and planning researches for managerial decisions.	difficult to plan or design research for managerial problems. need improvement for conceptual knowledge Need to correlate research concepts with managerial problems.
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IX: Scheme of Internal Marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE**

Lesson Plan

Subject: Sales and Distribution Management
Class: BBA V

Session: Jul-Dec

I: Course Objectives: The objectives of this course are to expose the students to various aspects of sales and distribution management as an integral part of marketing management, and provide abilities in sales and distribution system.

II: Examination: The faculty member will award internal marks out of 20. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcome:

CO1 Identify and respond to Personal selling and Environment

CO2 Relate theoretical aspects of sales and distribution theories to Dynamic Sales management

CO3 Develop unique sales Promotion Strategies.

CO4 Design effective distribution channels and usage of IT.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3							1
CO2		3			2			
CO3			3				1	2
CO4				3		1	2	

V:Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Personal selling	The Role of personal selling in marketing mix.	B.N. 1, B.N.7
2			The personal selling process,	B.N. 1, B.N.8
3			Personal selling objectives, Types of sales job, Changing scenario of selling environment.	B.N. 3 B.N. 7
4			Case Study	B.N. 2, B.N.7

CO:1**LO:** Able to get knowledge about personal selling.

5	2	Theories of Sales Management	Objectives, Nature and Scope	B.N. 1, B.N.8
6			Buyer - Seller Dyads, AIDAS Theory	B.N. 1, B.N.8
7			Right set of circumstance Theory, Buying Formula” Theory, Behavioural Equation, Theories of sellings	B.N. 3, B.N.8
8			Case Study	B.N. 2, B.N.7
9			Sales Planning : Sales Organization, Sales Forecasting, Sales Budgeting	B.N. 1, B.N.8
10			Territory Design and Setting Quotas	B.N. 4, B.N.8
11			Case Study	B.N. 2, B.N.7

Assignment**CO:2****LO:** Students will be able to correlate between the need of the market and different selling theories.

13	3	Operational	Understanding and opportunities of	B.N. 1, B.N.7
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		Sales Management	sales promotion and trade promotion concepts, Selection, Training, Motivation and Compensation	
14			Evaluation and Control of Sales Force	B.N. 2, B.N.7
15			Case Study	B.N. 2, B.N.9

CO:2,3

LO: Students will learn about the compensation, training and selection of various operational sales management.

16			Evaluation of sales promotion experiments	B.N. 1, B.N.8
17			choice and purchase timing models	B.N. 1, B.N.8
18			Manufacturer promotion planning process; Retailer promotion planning process	B.N. 1, B.N.8
19			Strategic issues In designing promotional strategies;	B.N. 1, B.N.8
20			Substantive findings and issues on coupons, trade dealings, and retail promotions	B.N. 1, B.N.8
21			Case Study	B.N. 2, B.N.9

CO:3

LO: Students will be able to know about various sales promotion strategies used in the market.

22			Design of Distribution Channel, Management of Channels	B.N. 3, B.N.9
23			Managing Co-operation, Conflict and Competition	B.N. 3, B.N.9
24			Vertical and Horizontal Marketing Systems	B.N. 4, B.N.9
25			case Study	B.N. 2, B.N.9
26			Wholesaling and Retailing : Importance, Types, Marketing Decisions for Wholesalers	B.N. 5, B.N.10
27			Retailing: Importance, Types, Retailer Marketing Decisions.	B.N. 6, B.N.10
28			Case Study	B.N. 2, B.N.7

CO:4

LO: Students will learn different channel of distribution available in the market.

29	6	Physical Distribution :	Objectives, Order Processing, Warehousing Inventory, Transportation,Organizing for Physical Distribution,	B.N. 6, B.N.10
30			EDI and supply chain, Internet as a medium for order processing and Information	B.N. 5, B.N.10
31			Case Study	B.N. 2, B.N.9
32				
CO:4				
LO: Students will learn about EDI, and Warehousing inventory.				

VI: Book References:

- 1 S L Gupta, Sales and Distribution Management, Excel Books, 2010
- 2 Cron, Sales Management: Concepts and Cases, 10 Edn, 2010,
- 3 Wiley Havaladar, Krishana - Sales & Distribution Management, 2e TMH 2009
- 4 Spiro, Stanton - Management of a Sales Force, 11e TMH 2008
- 5 Tanner-Sales Management, Pearson, 2010
- 6 Still-Sales Management Decisions, Strategies and Cases, 5/e, Pearson, 2010
- 7 Cundiff and Govni, "Sales Management - Decisions, Strategy and Cases", New Delhi: Prentice Hall of India. Ingram,
- 8 Laforge, Avila, Schwepker and Williams, "Sales Management",
- 9 Thomson Watuba R. Thomas, "Sales Management-Texts and Cases", Business Publication Johnson,
- 10 Kurtz and Scheving "Sales Management, Concept practice & cases, MacGrawHill

VII: Note:

- 1 There will be 2 group major assignment . Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment**Subject: Sales and Distribution Management****BBA V Sem**

Goal : Students will be able to understand the various aspects of Sales & Distribution management and develop marketing and personal selling skills.

Objective: The objectives of this course is to develop an insight and understanding of sales and distribution.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students understand the entire Sales & Distribution functions as an integral part of marketing functions in a business firm	% understands most the sales and distribution process and key decision areas for effective management .	% understands few concepts of the sales and distribution process	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Working Capital Management****Session: July- December****Class: BBA V Sem**

I: Objective of the Course: The objective of this course is to develop an insight and understanding of Working Capital Management

II: Examination: Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes (CO):

CO1 Describe & understand the concepts, needs, determinants & estimation of Working capital and of working capital.

CO2 Evaluate a company's management of accounts receivable & get acquainted with factoring process.

CO3 Describe the concept of Inventory, need to hold inventories and analysis of inventory management techniques.

CO4 To understand the concept of cash management & working capital finance.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2		1				
CO 2		1		2		1		
CO 3		1	1	2				
CO 4		1		2				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Principles of Working Capital	Principles of Working Capital	
2			Introduction to Working Capital	B.N. 1,2
3			Concept of Working Capital	B.N. 1,2
4	Class Test			
A1 First Assignment Submission within Three Days				
CO:1				
LO: Describe the concepts and principles of Working Capital.				
5	2	Need For Working Capital	Need For Working Capital	B.N. 1,2
6			Concepts and Determinants of Working Capital	B.N. 1,2
7			Estimation of Working Capital needs	B.N. 1,2
8	Class Test			
A2 Second Assignment Submission within Three Days				
CO:2				
LO: the determinants of Working Capital management and apply the tools to measure the working capital requirement for the company.				
9	3	Accounts Receivable Management and Factoring	Introduction to Accounts Receivable Management	B.N. 1,2
10			Introduction to Factoring	B.N. 1,2

11			Credit Policy	B.N. 3
12			Credit Evaluation of Individual Accounts and its Monitoring	B.N. 3
13	Class Test			
A3 Third Assignment Submission within Three Days				
CO:3				
LO: Develop the understanding of receivables management through credit evaluation of individual accounts and factoring process.				
14	4	Inventory Management	Introduction to Inventory Management	B.N. 1
15			Nature of Inventories	B.N. 1
16			Need to hold Inventories	B.N. 1
17			Objectives of Inventory Management	B.N. 1
18			Inventory Management Techniques	B.N. 1
19	Class Test			
A4 Fourth Assignment Submission Within Three Days				
CO:4				
LO: To learn the nature, objectives & needs of holding inventories and analysis of the same by applying various techniques.				
20	5	Cash Management	Introduction to Cash Management	B.N. 1
21			Facets of Cash Management	B.N. 2
22			Motive for Holding Cash	B.N. 2

23			Managing Cash Collection and Disbursement	B.N. 2
24			Investing Surplus	B.N. 2
25			Cash in Marketable Securities	B.N. 1
26			Cash Budgeting	B.N. 1
27	Class Test			
A5: Fifth Assignment Submission within Three Days				
CO:4				
LO: Learn about various integrations to cash management including cash budgeting.				
28	6	Cash Capital Finance	Introduction to Working Capital Finance	B.N. 1
29			Trade Credit	B.N. 1
30			Bank Finance and Commercial Papers	B.N. 1
31	Group Presentation			
32	Class Test			
A6: Sixth Assignment Submission within Three Days				
CO:4				
LO: Describe the Trade credit finance & bank finance of working capital finance.				

VI: Reference Books:

1. IM Pandey Financial Management
2. Prasanna Chandra Financial Management Theory and Practice
3. Agarwal, Agarwal and Kothari; RBD Publications

VII: Note:

1. There will be 6 class tests/assignments/presentations of equal weightage.
2. There will be one major group Presentation, group size 3-4, each group will be given separate topics for understanding the practical approach of Working Capital Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII :Rubric for Internal Assessment
Subject: Working Capital Management
BBA V Sem

Goal : the main purpose is to develop the insights and understanding about working capital management to the students.

Objective: The objectives of this course to make students enable to understand various aspects of working capital management including cash management, receivables management, trade credit and working capital finance.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Working Capital Management They were able to describe, analyse and evaluate all the relevant aspects of Working Capital Management.	%.... students were accomplished and able to articulate Some perspectives of Working Capital Management. Some of the students were able to describe, analyse and evaluate the various aspects including cash management and account receivables management.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students need More efforts towards the understanding about need and basic principles of working capital management.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Indian Ethos in Management**Session:** Jan.-June**Class:** B.B.A VI Sem**I: Objective of the course:**

The objective of this course is to develop an insight and understanding of Indian Ethos in Management

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

- CO 1: To acquaint the students with the concept of Business ethics and Corporate Governance along with its relevance to managerial decision making.
- CO 2: Application of several important concepts and frameworks for moral reasoning to complex ethical issues in different business areas.
- CO 3: To develop an understanding of Indian Ethos and it's universal applicability in human behaviour and management practices or further enrichment of holistic leadership principles and practices.
- CO 4: Provide insights to participants for developing leadership that is socially, environmentally and culturally responsible

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							3
CO 2								3
CO 3							2	3
CO 4							2	3

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	I	Business Ethics	Business Ethics: Introduction	B.N.1/2
2			Business Ethics and Management	B.N.1/2
3			Business Ethics and Moral Obligations	B.N.1/2
4			Corporate Social Responsibility	B.N.1/2
5			Corporate Social Responsibility continued	B.N.1/2
6			Corporate Social Responsibility – case study	B.N.1/2
7			Corporate Governance	B.N.1/2
8			Corporate Governance – Case Study	B.N.1/2
9			Report of the Kumar Mangalam Birla Committee on Corporate Governance	Study Material
10			Role of Media in Ensuring Corporate Governance	Study Material
11			Environmental Concerns and Corporations.	Study Material
12			Environmental Concerns and Corporations – Case Study.	Study Material
CO:1				
LO: Students will be able to understand the nature and purpose of ethics and ethical norms, concept of corporate governance and corporate social Responsibility.				
13	II	Ethical Issues	Ethical Issues related with Advertisement and Marketing	B.N.1/2
14			Secular versus Spiritual Values in Management	B.N.1/2
15			Secular versus Spiritual Values in Management	B.N.1/2
16			Work Ethics	B.N.1/2
17			Stress at Workplace	B.N.1/2
Assignment No.1				
CO:2				
LO: Students will understand the Ethical Issues and dilemma in business and importance of ethical behaviour at the workplace.				
18	III	Relevance of Values in Management;	Relevance of Values in Management	B.N.1/2/3
19			Gandhian Approach in Management and Trusteeship	B.N.1/2/3
20			Social Values and Political Environment	B.N.1/2/3
Assignment No.1				
CO:3				
LO: Students will develop an understanding of relevance of values in management.				
21	IV	Indian Ethos	Indian Ethos - Introduction	B.N.1/2/3
22			Values and Ethics	B.N.1/2/3
23			Case Study	B.N.1/2/3
24			Requisites for Ethics Globally	B.N.1/2/3
Assignment No.2				
CO:4				
LO: Students will gain an insight of Indian Ethos along with its relevance to managerial decision making.				
25	V	Holistic Management	Holistic Management System	B.N.1/2/3
26			Management in Indian Perspective	B.N.1/2/3

27			Management in Indian Perspective – Case Study	B.N.1/2/3
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CO:3,4				
LO: Understand the relevance of Indian Ethos for development of a holistic management system.				
28	VI	Social Values and Business	Social Values and Business	B.N.1/2/3
29			Impact on society of different issues	B.N.1/2/3
30			Business participation in cultural affairs	B.N.1/2/3
31			Case Study	B.N.1/2/3
32			Democracy Judiciary Machinery	B.N.1/2/3
CO:2,4				
LO: Students will understand the concept of social values and societal impact of business.				

VI: Reference Book:

1. A.C Fernando, Business Ethics: An Indian Perspective, Pearson Education, New Delhi
2. A.C Fernando, Corporate Governance, Pearson Education, New Delhi
3. R. Nandagopal, Ajith Sankar, Indian Ethos and Values in Management, New Delhi

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Indian Ethos in Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: Indian Ethos in Management****BBA VI Sem**

Goal : The goal of this course is to understand ethical issues of marketing and advertising which is an integral part of business, and provide knowledge of Indian ethos and its relevance with ethics and values in business management.

Objective: The objective of this course is to develop an insight and understanding of Indian Ethos in Management

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% understands the all concepts which includes business ethics, ethical issues	% understands most important concepts which includes Business Ethics,	% understands basic concepts of Indian Ethos in	% Have Low degree of association & attempt to identify and summarize the

related with advertisement and marketing, Indian ethos, Holistic Management System and social values and key decision areas for effective business management .	Indian Ethos & its value and key decision areas for effective management	management	problem accurately.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Retail Management****Session: Jan-Jun****Class: BBA VI Sem**

I: Course Objective: The objective of the course is to develop an insight and understanding of Retail Management.

II: Examination: The faculty member will award internal marks out of 20. The semester examination will be carrying 80 marks having two sections A and B.

III: Course Outcomes(CO):

CO1 Understand the basic concepts of retail management and examine latest trends in retailing.

CO2 Evaluate the retail environment in order to develop appropriate objectives and strategies.

CO3 Understand retail customer for executing successful marketing mix strategies .

CO4 Evaluate the impact of rules and regulations and ethics in retail management.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2							
CO 2			2					
CO 3			2	2		1		
CO 4								3

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to retailing	Definition and scope, evolution of retailing	BN.1/2
2			Types of retail	BN.1/2
3			Trends in retailing industry,	BN.1/2
4			Benefits of retailing, retailing environment.	BN.1/2
5			Case Discussion	
CO:1				

LO: Learn the concept of retailing and its impact on business environment				
6	2	Retail purchasing and pricing	Purchase management:- Merchandise purchasing	BN.1/2
7			open to buy, open to buy planning	BN.1/2
8			Analyzing the merchandise performance	BN.1/2
9			Pricing strategies:-every day pricing, competitive based pricing, price skimming, market-oriented pricing, marginal cost pricing.	BN.1/2
10			Retail price strategies: - mark-up pricing, vendor pricing, competitive pricing, psychological pricing	BN.1/2
Assignment Submission				
CO:2				
LO: Understand retail purchasing and different pricing strategies and methods.				
11	3	Retail marketing and promotion	Nature and scope:- relationship marketing, market strategies	BN.1/2
12			retail research Understanding the retail customer	BN.1/2
13			retail market, population analysis, demographic analysis, consumer behaviour	BN.1/2
14			Retail promotion Mix: - Retail promotion programme, retail advertising media, and promotional budget.	BN.1/2
15			Customer services: - customer services, services quality gaps, service recovery.	BN.1/2
Assignment Submission				
CO:3				
LO: Understand the concept of retail marketing , promotion and customer service.				
16	4	Information	Acquiring and using	BN.1/2

		system in	information strategies	
17		retailing	technology in retail	BN.1/2
18			information sources, retail information system	BN.1/2
19			Case Study Discussion	
CO:4				
LO: Determining the application of information system on retailing.				
20	5	Retailing in India	Evolution and trends in organised retailing,	BN.1/2
21			Indian organised retail market	BN.1/2
22			FDI in Indian organised retail sector,	BN.1/2
23			retail scenario in India	
24			future trends of retail in India	BN.1/2
CO:1,4				
LO: Evaluate the role and future of FDI in retailing.				
25	6	Ethical and	Dealing with ethical issues	BN.1/2
26		legal issues in	social responsibility, environmental orientation,	BN.1/2
27		Retailing	waste reduction at retail stores	BN.1/2
28			Case Study Discussion	
29			Class Presentation	
30			Class Presentation	
31			Class Presentation	
32			Class Presentation	
CO:4				
LO: Evaluate the ethical and legal issues in retailing.				

VI: Book recommended:

1. Swapna Pradhan, Retail Management, Tata McGraw Hill, New Delhi
2. Gibson Vedamani, Retail Management: Functional Principles and Practices, Jaico Publishing, New Delhi

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.

3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment

Subject: Retail Management

BBA VI Sem

Goal : The goal of this course is to understand various aspects of retail purchasing, retail marketing and promotion as an integral part of marketing management, and provide abilities in retail management system.

Objective: The objective of this course is to develop an insight and understanding of Retail Management.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% understands the all concepts which includes retail purchasing, pricing, retail marketing and promotion process and key decision areas for effective retail management .	% understands most important concepts includes retail marketing, promotion and key decision areas for effective retail management .	% understands few concepts of the retail management	Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Strategic Management
Class: BBA VI Sem

Session: January - June

I: Objective of the Course:

This is a top-level management course, and the objective of teaching this course is to enable students to integrate knowledge of various functional areas and other aspects of management, required for perceiving opportunities and threats for an organization in the long run and second generation planning and implementation of suitable contingency strategies for seizing / facing these opportunities & threats.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

- CO 1: Develop an insight and understanding of basic concepts and terminology used in Strategic Planning and Strategic Management Process.
- CO 2: Gain knowledge about the tools and techniques used for strategic analysis and understand various types of business strategies.
- CO 3: Understand the concept and process of Environment Analysis and Appraisal and apprehend the strategies Adopted by organizations in response to environmental change.
- CO 4: Gain knowledge about the process of Strategy formulation, implementation, evaluation and control.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3					
CO 2				3				
CO 3				3			3	
CO 4		3		3				

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Strategic Management: An Introduction	Strategic thinking Vs Strategic management Vs Strategic planning	B.N: 1 , B.N: 5
2			Meaning of strategic management, Concept of strategy, ,	
3			Policy and strategy, Strategy and tactic, Strategy and strategic plan.	
4			Nature of strategic plan, Nature of strategic decisions,	
5			Approaches to strategic decision making, Levels f strategies	
6			The strategic management process, Strategic Management: Merits and Demerits <i>Case: McDonalds' Corporation.</i>	
A-1: First Assignment				
CO:1				

LO: Students would understand the basic concepts and terminology used in Strategic Management and is able to utilize different strategies at corporate level.

7	2	Mission, Objectives, Goals and Ethics	What is mission, Concept of goals, Integration of individual and Organisation goals: A Challenge,	B.N: 2 , B.N: 5
8			How Objectives are pursued, How are mission and objectives are formulated	
9			Why do mission and objective change, Vision mission, Objectives	
10			Goals and Strategy: Mutual relationships	
11			Core of strategic management: vision A-must, ethics and strategy . <i>Case: Wal-Mart</i>	

First Group Assignment: Case Analysis (MRF Limited)

CO:2

LO: Understand the concept of Corporate Vision - Mission and Objectives.

12	3	External environment: Analysis and Appraisal	Concept of environment, environmental analysis and appraisal	B.N: 3, B.N: 4
13			Why environmental scanning and analysis,	

			component of environment	
14			SWOT: A tool of environment analysis	
15			Techniques of environmental search and analysis,	
16			ETOP: A technique of diagnosis, decision making on environmental information.	
CO:3				
LO: Students will develop the skill to identify opportunities and threats as well as strengths and weakness in the operating environment Business using different methods and techniques for strategic analysis.				
17	4	Organizational change and innovation	Planned and unplanned change, Causes or forces of organizational change	B.N: 2, B.N: 9
18			Managing planned change, Choosing a change strategy	
19			Creativity and innovation in Organizations	
20			Organizational creativity and innovation process,	
21			learning Organization	
A-2 : Second Assignment				

CO:4

LO: Students will gain insight of concept of change management, stimulating forces of change and strategies used by the organizations to manage change and develop organizational evolution and innovation.

22	5A	Generic competitive strategy	Generic vs. Competitive strategy	B.N: 3 ,B.N: 6
23			The five generic competitive strategy	
24			Competitive marketing strategy option	
25			Offensive vs. Defensive strategy. <i>Case : Apple</i>	

A-4: Fourth Assignment**CO:2**

LO: Students will understand and distinguish between different types and levels of strategy.

26	5B	Corporate strategy	Concept of corporate strategy	B.N: 1, B.N: 6
27			offensive strategy	
28			defensive strategy	
29			scope and significance of corporate strategy	

CO:2**LO:**

30			Evaluation of strategy and strategic control, why strategy evaluating	
31	6	Strategic Evaluation and Control	Criteria for evaluation and the evaluation process,	B.N: 1 , B.N:8
32			Strategic control process, Types of external controls <i>Case: Family Dollar Stores.</i>	
Second Group Assignment: Case Analysis (Nestle)				
CO:4				
LO: Students get acquainted with the process formulation, implementation, evaluation and control of strategies.				

VI: Book References:

- 1 Kazmi, Ajhar Strategic Management and Business Policy, 3e, 2009Tata McGraw Hill
- 2 Alpana Trehan Strategic Management 1st edn 2010 Dreamtech, Wiley
- 3 Parthasarthy, Fundamentals of Strategic Management, 2008, Wiley India
- 4 P.Subba Rao, Business Policy and Strategic Management
- 5 V.S.P Rao and V. Hari Krishna, Strategic Management
- 6 Fred R. David, Strategic Management Concepts and Cases
- 7 R. Srinivasan , Strategic Management
- 8 Charles W.L.Hill and Gareth R. Jones, Strategic Management An Integrated Approach
- 9 Rajiv Gupta , Strategic Management concepts and cases

VII:Note

- 1 There will be two home assignments, each carry 2 marks.
- 2 Two Presentation based on the practical aspect of the subject.
- 3 There will be one major Internal Test

- 4 Group size will be 4-5 students, & each group will be given separate topic of Presentation
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment
Subject: Strategic Management
BBA VI Sem

Goal : Students will be able to integrate knowledge from relevant business disciplines when making decisions.

Objective: The objective of this course is to develop an insight and understanding of Strategic Management

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% are able to state problem, issues and decisions elegantly and succinctly with accuracy and clarity referring to both depth and breadth and presented from a variety of perspectives.	% students demonstrate the basic understanding of appropriate tools to analyze the problem and issues with some depth and breadth.	% Students draw week observations and insight from the information presents and the solution do not directly flow from the information put forth.	% Have Low degree of association & poor attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Total Quality Management
Class: BBA – VI Sem

Session: Jan. – Jul.

I: Course Objective:

The objective of this course is to develop an insight and understanding of Total Quality Management.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case or numerical question.

III: Course Outcomes(CO):

CO1 Develop an understanding on quality management philosophies and frameworks

CO2 Develop in-depth knowledge on various tools and techniques of quality management

CO3 Learn the applications of quality tools and techniques in both manufacturing and service industry

CO4 Develop analytical skills for investigating and analyzing quality management issues in the industry and suggest implement able solutions to those.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1	2						
CO2				3	2	1		
CO3			3				2	2
CO4								1

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction	Quality and Its Concepts	B.N. 1
2			Evolution of Quality	B.N. 1, 2
3			Definition and Concepts of TQM	B.N. 1, 3
4			Features of TQM	B.N. 1, 3
5			Eight Building Blocks of TQM	B.N. 1, 2
Assignment: Visit an Industry and Understand Quality Practices Adopted.				
CO:1				
LO: Learning the different meanings of the quality concept and its influence. Understanding the concepts of quality management and performance excellence in organizations and historical developments in the quality movement and their importance.				
6	2	TQM Thoughts	Juran’s Trilogy	B.N. 2, 3
7			PDSA Cycle and 5S	B.N. 1, 2
8			Kaizen and Concepts	B.N. 1, 2
9			Crosby’s Theory of TQM	B.N. 1, 3
10			Quality Performance Excellence Awards	B.N. 1, 2
11			Deming Application Awards	B.N. 2
12			Malcolm Baldrige National Quality Award	B.N. 3
CO:2				
LO: Learning the prominent philosophies of quality management, such as those of Deming and Juran, which provide a basis for today’s quality and performance excellence. 2. Assessing the criteria for performance excellence used in the Malcolm Baldrige Award and related award programs.				
13	3	TQM Tools	Benchmarking: Definition and Concepts	B.N. 1, 2
14			Elements and Reasons for Benchmarking	B.N. 1
15			Process of Benchmarking	B.N. 2, 3
16			FMEA: Concepts and Details	B.N. 3
17			Quality Function Deployment (QFD), Process, Benefits	B.N. 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18			Taguchi Quality Loss Function	B.N. 2, 3
19			Total Productive Maintenance	B.N. 1, 3
CO:3				
LO: Understanding the concept, meaning and elements of benchmarking. Learning the role of QFD and TPM and its need in the total quality management.				
20	4	Six Sigma	Six Sigma: Definition and Concepts	B.N. 1, 2
21			Features and Goals of Six Sigma	B.N. 1
22			DMAIC and Six Sigma Implementation	B.N. 1, 3
CO:2,4				
LO: Understanding the application of a variety of tools for process improvement such as the Six Sigma, Lean Six Sigma, and Total Quality Management.				
23	5	Statistical Process Control	Measure of Central Tendency	B.N. 2, 4
24			The Seven Tools of Quality	B.N. 1, 2, 4
25			Normal Curve and Characteristics	B.N. 2,3
26			Control Charts and Types	B.N. 1, 4
27			Process Capability	B.N. 4
28			Acceptance Sampling	B.N. 1, 2, 4
Assignment: Assignment Sheet on Numericals of Control Charts				
CO:3,4				
LO: Understanding the concept of Statistical Process Control(SPC) and the types of variation and Describing how to construct and interpret simple process control charts for continuous and discrete data.				
29	6	Quality Systems	ISO 9000	B.N. 1, 2, 4
30			ISO 9000: 2000	B.N. 1, 2
31			ISO 14000	B.N. 1, 4
32			Other Quality Systems	B.N. 1, 2
Assignment: ISO Certified Company: Industrial Visit				
CO:4				
LO: Understanding the basic frameworks for quality and performance such as ISO 9000, ISO 14000 and other quality system in Total Quality Management (TQM).				

VI: Book References:

1. Basterfield, Total Quality Management, Pearson Education, New Delhi.
2. Logothitis, Total Quality Management, Prentice Hall of India, New Delhi
3. Janakiraman & Gopal Total Quality Management : Text and cases, Prentice Hall of India, New Delhi

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment
Subject: Total Quality Management
BBA VI Sem

Goal : To have a general understanding of Quality control and its use in organizations.

Objective: The objective of this course is to develop an insight and understanding of Total Quality Management.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__% students shows high knowledge for the concepts of total quality management, they shows the familiarity with the different theories of total quality management. Students are able to use tools of quality control in	__% students shows good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.	__% students shows little understanding of concept and need more clarity of concept for correlating and planning quality control for managerial decisions.	__% students shows very basic understanding of subject and find it difficult to plan or design quality control for managerial problems. Need improvement for conceptual knowledge Need to correlate

practical problems related to organizations.			concepts with managerial problems.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: International Finance

Session: January-June

Class: BBA VI Sem

I: Objective of the Course: The objective of this course is to develop an insight and understanding of International Finance

II: Examination: Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

- CO1 Explain the organisation and institutional details of foreign exchange and international money markets. And to describe and apply orthodox theories of exchange and international trade.
- CO2 Explain and apply insights of balance of payment issues and how it is crucial in deciding the foreign currency exchange rates.
- CO3 Analyse the use of ADRs, GDRs, issue of International Commercial papers and operations of euro currencies.
- CO4 Explain the functions of international monetary fund and its exchange rate policy implementations.

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	2	3			2	
CO2	3		2				2	
CO3	2				1			
CO4	3		2				2	3

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Theories of International Trade	Introduction to International Trade and its importance	B.N. 1,2
2			Theory of comparative Costs	B.N. 1,2
3			Classical Theory of International Trade	B.N. 1,2
4			Absolute Advantage Theory of International Trade	B.N. 1,2
5			Hecksher-Ohlin Theory of International Trade	B.N. 1,2
6			Free Trade Vs Protectionism	B.N. 1,2
7			Barriers to Foreign Trade	B.N. 1,2
8			Tariff and Non Tariff Barriers	B.N. 3
A1:First Assignment Submission within Three Days				
CO:1				
LO: Demonstrate the understanding of international trade theory and applications pertaining to, e.g., international trade and tariffs and protectionism and free trade among the countries.				
9			Introduction to Balance of Payment	B.N. 3

10	2	Balance of Payment	Components of Balance of Payments	B.N. 3
11			Importance of Balance of Payments	B.N. 1
12			Deficit and Surplus in Balance of Payments	B.N. 1
13			Equilibrium, Disequilibrium and Adjustment in Balance of Payment	B.N. 1
14			Methods of Correcting Disequilibrium in Balance of Payment	B.N. 1
15			Accounting Principles in Balance of Payment	B.N. 1

A2: Second Assignment Submission within Three Days

CO:2

LO: Demonstrate knowledge of balance of payment and how disequilibrium happens in BOP and the methods to correct the disequilibrium in balance of payment.

16	3	Foreign Exchange Market	Introduction to Foreign Exchange Market	B.N. 1
17			Foreign Exchange Market Structure	B.N. 2
18			Foreign Exchange Settlement System	B.N. 2
19			Role of Foreign Exchange Market Participants	B.N. 2
20			Understanding SPOT and Forward Rates	B.N. 2
21			Forward Market Quotations, Premiums and Discounts	B.N. 1
22			Understanding Cross Rates, Inverse Rates and Arbitrage	B.N. 1

A3: Third Assignment Submission within Three Days

CO:1

LO: Develop a frame of reference through which to identify, evaluate, and solve problems pertaining to international foreign exchange market.

23	4	Exchange Rate Determination	Determination Under Gold Standard and Paper Standard	B.N. 1
24			Factors Affecting Exchange Rates	B.N. 1
25			Purchasing Power Parity and Demand And Supply Theory	B.N. 1
26			Equilibrium, Fluctuating and Fixed Exchange Rate Objectives of Exchange Control	B.N. 1
A4: Fourth Assignment Submission within Three Days				
CO:3				
LO: Demonstrate knowledge of basic theorems of exchange rate determination, interest rates and inflation and the role of arbitrage in keeping the foreign exchange market efficient.				
27	5	International Financial Instruments	American Depository Receipts	B.N. 1
28			Global Depository Receipts	B.N. 1
29			Euro Currencies	B.N. 1
30			International Commercial Papers	B.N. 1
A5: Fifth Assignment Submission within Three Days				
CO:3				
LO: Demonstrate knowledge of basic theorems of exchange rate determination, interest rates and inflation and the role of arbitrage in keeping the foreign exchange market efficient.				
31	6	International Financial Institutions	Introduction To International Monetary Fund	B.N. 1
32			Functions and Importance of IMF	B.N. 1
A6: Sixth Assignment Submission within Three Days				
CO:4				

LO: Demonstrate the ability to select global financing strategies by understanding the working of IMF.

VI: Reference Books:

1. V.A.Avadhani, “International Finance”, Edition, Himalaya Publication., Mumbai
- 2.P.G.Apte, “International Financial Market”, Tata Mc Graw Hill, New Delhi
- 3.A.K.Seth, “International Financial Management”, Galgotia Publications, New Delhi

VII: Note:

1. There will be 6 class tests/assignments/presentations of equal weightage.
2. There will be one major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Comparative International Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment

Subject: International Finance

BBA VI Sem

Goal : Students will be able to understand the importance of international trade theories, currency movements, determination of forex rates, and various international financing instruments and international institutions play in the management of multinational corporations.

Objective: The Objective of this course is to develop an insight and understanding of International finance

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and	%.... students were accomplished and able to articulate some perspectives of international	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of International Finance. They

practical aspects of International Finance. They were able to critically analyzed the various components of forex rate determination and describe various international trade theories. They were also understand the role of various types of instruments and institutions in International Finance	finance. Some of the students were able to describe and distinguish among various trade theory, international financing instruments and the determination of forex rate. Students were also understand the roles and importance of international institutions		were not able to describe and distinguish various trade theories, international financing instruments and the determination of forex rate.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: BB 605F Merchant Banking and Financial Services **Session:** Jan –June

Class: BBA - VI Sem

I: Objective of course: The objective of this course is to develop an insight and understanding of Merchant Banking and Financial Services.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

- CO1 Critically analyze and understand the Role of Merchant Banker in financial sector.
- CO2 Explain and apply insights of SEBI regulations for Depository operations, Securitizations and Brokerage services.
- CO3 Understand the various financial and legal aspects of factoring, leasing, bill discounting, forfeiting and hire purchase services offered by financial service providers.
- CO4 Develop an insight and understanding of merchant banking and financial services in India.

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	2	3			2	
CO2	3		2				2	
CO3	2				1			
CO4	3		2				2	3

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Merchant Banking and Financial Services				
1	1	Merchant Banking	Nature and Scope of Merchant Banking	B. N. 1
2			Regulation of Merchant Banking Activity and Overview of Current Indian Merchant Banking Scene	B. N. 1
3			Structure of Merchant Banking Industry and Primary Markets in India and Abroad	B. N. 1
4			Professional Ethics and Code of Conduct	B. N. 1
5			Current Development	B. N. 1
CO:1				
LO: Understand the Concept and Evolution of Merchant Banking and Understand the Code of Conduct prescribed for Merchant Bankers.				
6	2	Financial Services, Legal Aspects of Leasing and Hire Purchase	Meaning and Definition and Role of Financial Services in a Financial System	B. N. 2
7			Meaning and Features of Leasing	B. N. 2
8			Introduction to Equipment Leasing : Types of Leasing	B. N. 2
9				

10			Evolution of Indian Leasing Industry	B. N. 2
11			Present Legislative Framework	B. N. 2
12			Concept and Characteristics of Hire Purchase	B. N. 2
13			Difference Between Hire Purchase and Leasing	B. N. 2
CO:3				
LO: Judge the merits of leasing over borrowing to purchase assets and understand the role of financial services under the Indian financial system.				
14			Concept, Nature and Scope of Factoring	B. N. 1
15			Forms of Factoring	B. N. 1
16			Factoring Vs. Bill Discounting, Factoring Vs. Credit Insurance, Factoring Vs. Forfeiting	B. N. 1
17			Evaluation of a Factor – Evaluation of Factoring	B. N. 1
18			Factoring in India Current Developments	B. N. 1
A-1., Submission within 4 days				

CO:3				
LO: Develop a framework and understand the entire concept of factoring, forfeiting and bill discounting.				
19	4	Securitization / Mortgages	Meaning, Nature and Scope of Securitization	B. N. 2
20				
21				
22			Securitization as a Funding Mechanism and Securitization of Real Estate Loans	B. N. 2
23				
24			Securitization of Whole Loans, Mortgages and Graduated Payment	B. N. 2
25				
CO:2				
LO: Demonstrate knowledge of various financial products, services like securitization of home loans and real estate particularly mortgages and graduated payments.				
26	5	Depository	Meaning, Evolution of Depository	B. N. 2
27			Merits and Demerits of Depository	B. N. 2
28			Process of Dematerialization and Rematerialisation	B. N. 2
29			Brief Description of NSDL and CDSL	B. N. 2
CO:2				
LO: Apply knowledge of depository system in India and able to understand the depository operations of CDSL and NSDL.				
30	6	Security Brokerage	Meaning of Brokerage, Types of Brokers	B. N. 1
31			Difference between Broker and Jobber	B. N. 1

32		SEBI Regulations Relating to Brokerage Business in India	B. N. 1
A-2., Submission within 5 days			
Class test			
CO:2			
LO: Understand the regulatory frame work of SEBI for brokerage services.			

VI: Book Reference

1. S. Gurusamy, Merchant Banking and Financial Services, TataMcgraw Hill, New Delhi
2. MadhuVij, Swati Dhawan, Merchant Banking and Financial Services, TataMcgraw hill, New Delhi

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.

VIII : Rubric for Internal Assessment
Subject: Merchant Banking and Financial services
BBA VI Sem

Goal : To be acquainted with the operations and different functions of merchant banks and develop understanding about the role of the same in financial system of India

Objective: The objectives of this course are to explain to the student operations of merchant banking, role play of these banks financial system of the nation, statutory requirements and understanding of financial environment and market in which they operate.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% acquired basic knowledge and skills that will set the foundations for in-depth learning of banking operations and also detailed learning of financial system of the nation.	% understood major portion and well acquainted with the key concepts of merchant banking, operations and role play in financial system	% are acquainted with and understand concepts and framework of merchant banking and financial system.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Leadership skills and change Management**Session:** Jan – June**Class:** B.B.A VI Sem

I: Objective of the course: The objective of this course is to develop an insight and understanding of Leadership Skills and Team Management

II: Examination: The faculty member will award internal marks out of 20. The semester examination carrying 80 marks will have two sections A and B. Section A worth 60 marks will have 6 theory questions out of which students will be required to attempt any four questions. Section B carrying 20 marks will contain one or more cases.

III: Course Outcomes(CO):

CO 1. To develop an understanding of the concept, nature, importance and characteristics of leadership.

CO 2. Apply effective leadership styles, behaviour and attitudes to improve performance, growth, and job satisfaction and organization goals.

CO 3. To develop an understanding of team management, team work and collaboration, development through self-awareness & self-discipline and various leadership development programmes.

CO 4. To develop a critical appreciation of theories and practices in the management of change and apply this understanding to their professional roles as change agents and planning organisational change.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1	3	2				1	
CO2	1	1	3	1				1
CO3	1		2				1	2
CO4		2	2					1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Nature and importance of leadership	The meaning of leadership, leadership as a partnership, leadership vs. management,	B.N. 1/B.N.2
2			The impact of leadership on organizational performance	B.N. 1/B.N.2
3			Leadership roles, The satisfaction and frustration of being a leader	B.N. 1/B.N.2
4			Traits, motives and characteristics of Leaders	B.N. 1/B.N.2
5			Personality traits of effective leaders	B.N. 2/B.N.3
6			leadership motives- cognitive factors of leadership.	B.N. 1/B.N.3
Assignment				
CO:1				
LO: This unit will help the students to understand the concept of leadership and personality traits of effective leaders.				
7	2	Effective Leadership behavior and attitudes	Task-related attitudes and behavior	B.N. 1/B.N.2
8			Relationship oriented attitudes and behaviors	B.N. 2/B.N.3
9			Super leadership:-leading others to lead themselves	B.N. 1/B.N.2
10			360 degree feedback for fine-tuning leadership Approaches	B.N. 1/B.N.2
11			Case Study	B.N. 1/B.N.2
CO:2				
LO: This unit helps the students to understand effective leadership behaviors and attitudes to handle different situations.				
12	3	Leadership styles	The leadership continuum, classical leadership style	B.N. 1/B.N.2
13			The boss-centered vs. employee-centered	B.N. 1/B.N.2
14			The autocratic participative free rein continuum	B.N. 1/B.N.2
15			The leadership grid style,	B.N. 1/B.N.2
16			The entrepreneurial leadership style	B.N. 2/B.N.3
17			Gender difference in leadership style, Selecting the best leadership style	B.N. 1/B.N.2
18			Case Study	B.N. 2/B.N.3
CO:2,3				
LO: In this unit students will learn various leadership styles. So that they can select the best leadership style as per the situation.				
19	4	Developing team work	Team leadership vs. solo leadership	B.N. 1/B.N.2
20			Advantage and disadvantage of group work and team work	B.N. 1/B.N.2

21			The leaders role in the team based organization, leader behavior and attitude the foster teamwork leadership development	B.N. 1/B.N.2
22			Succession and future: development through self awareness	B.N. 1/B.N.2
23			Self discipline, leadership development programmes	B.N. 2/B.N.3
CO:3				
LO: Group work, team work, leader’s role, leader’s behavior and leadership development programs will be learnt by the students in this unit.				
24	5	Process of Change	Introduction ,drivers of change in business	B.N. 1/B.N.2
25			Alternative strategies of change ,process of change	B.N. 1/B.N.2
26			Change models ,phases of planned change	B.N. 1/B.N.2
27			Resistance to change overcoming resistance to change, Principles of change	B.N. 1/B.N.2
CO:4				
LO: This unit makes the students understand various strategies of change, process of change and change models. They will also learn how to overcome the resistance to change.				
28	6	Change agents	Introduction, role of change agent	B.N. 1/B.N.2
29			Competencies of change agents	B.N. 1/B.N.2
30			Cognitive competencies , functional ,inter-personal competencies	B.N. 1/B.N.2
31			Problem solving decision skills	B.N. 2/B.N.3
32	Presentation			
CO:4				
LO: The last unit makes the students understand the role of change agents and competencies of change agent in various.				

VI: Reference Book:

1. Stephen P. Robbins, Organization behavior, Pearson Education, New Delhi
2. Radha R. Sharma, Change Management, Tata Mcgraw Hill, New Delhi
3. Andrew J. Dubrin , Leadership, Biztantra, New Delhi

VII: Note:

1. There will be 2 group major assignments. Group size will be 4-5 students.
2. There will be Group presentations of 30 minutes.
3. The results of each tests and assignments will be declared within one week.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Attendance will be multiplying factor as per given in academic plan.

VIII : Rubric for Internal Assessment
Subject: Leadership skills and change Management
BBA VI Sem

Goal : To make the students aware of the various Leadership styles, Developing team work, Effective Leadership behaviour and attitudes.

Objective: The objective of this course is to develop an insight and understanding of Leadership Skills and Team Management

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Demonstrate the ability to articulate independently and creatively about leadership styles and developing team work.	% students have lesser knowledge and skills that leader need in performing their strategic role. Some of the students were able to illustrate theories of leadership	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... students fall in this criteria. They showed no knowledge of the subject.

IX: Scheme of Internal Marks:

Class participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Performance Management**Session:** January-June**Class:** B.B.A VI Sem

I: Objective of the course: The objective of this course is to develop an insight and understanding of Performance Management.

II: Examination: 20 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

CO1: To acquaint the students learning with the basic knowledge of objectives and importance of performance appraisal, Learn methods and techniques to appraise performance to maintain and develop the employee effectiveness.

CO2: To offer insights for performance management system, how a performance management system is designed in an organization for improved performance standards, systems and processes.

CO3: To acquaint the students with the concept of HRD - mechanism and to create effective workforce with enhanced abilities. To learn the various tools for identifying and mapping employee competencies.

CO4: To learn the behavioral performance management and OB modifications for developing the integrated framework of performance counseling capable of solving most of the problems confronting the human side of organizations.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	1	2	1				
CO2	1	3		2			1	
CO3			2	3		1	1	1
CO4	1	2		1	1		2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Performance Appraisal	Conceptual framework	B.N.1/2
2			Definition of performance appraisal	B.N.1/2
3			Objectives of performance appraisal	B.N.1/2
4			Process of performance appraisal	B.N.1/2
5			Importance of performance appraisal.	B.N.1/2
CO:1				
LO: Learn the basic conceptual framework of performance management process, its objectives and importance.				
6	2	Performance Management System	Concept of performance management, Definition of Performance management	B.N.1/2
7			Purposes of performance management	B.N.1/2
8			Elements of performance management	B.N.1/2
9			Performance Appraisal v/s Performance Management	B.N.1/3
10			Designing a Performance Management System.	B.N.1/3
CO:2				
LO: Study the concept of performance management system, and how a performance management system is designed and operates.				
11	3	Behavioral Performance Management	Definition of Learning, Learning Theories, Principles of Learning	B.N.1/3
12			Role of Organizational Reward Systems	B.N.1/2
13			Behavioral Performance Management and OB Modification	B.N.1/2
CO:3				
LO: Understand the concept of Learning, its theories and principles. Learn role of Behavioral performance management and techniques of OB modifications.				

14	4	Potential Appraisal and HRD	Conceptual framework	B.N.1/2
15			Meaning and Definition of Potential Appraisal	B.N.1/2
16			Objectives of Potential Appraisal	B.N.1/2
17			Potential Appraisal and Performance Appraisal	B.N.1/3
18			Concept of HRD	B.N.1/2
19			Objectives and challenges of HRD	B.N.1/2
20			HRD Mechanisms and HRD outcomes	B.N.1/2
CO:4				
LO: Explain the concept of HRD, its objectives, challenges, mechanism and outcomes. Learn the process of potential appraisal system.				
21	5	Competency Analysis and Competency Mapping	Meaning and definition of Competency	B.N.1/2
22			Concept of competency Analysis	B.N.1/2
23			Approaches to Competency analysis	B.N.1/2
24			Competency Mapping	B.N.1/2
25			Need Development and assessment of Competency Models	B.N.1/3
26			Competency and Performance	B.N.1/3
27			Tools to identify the competencies of the Employees	B.N.1/2
CO:3,4				
LO: Study the need of competency analysis and mapping for developing tools to assess and identify employee’s competencies for improved performance.				
28	6	Performance counseling	Introduction to Performance counseling	B.N.1/2
29			Concept of Performance Counseling	B.N.1/2
30			Principles of Performance Counseling	B.N.1/3
31			Performance Counseling skill	B.N.1/2
32			Case Study	B.N.1/2
Assignment –Performance management in textile industry				

CO:4**LO:** Design and plan performance counseling system to develop the counseling skills.**VI: Reference Book:**

1. T.V. Rao, Performance Management and Appraisal Systems, Sage Publications, New Delhi
2. Rober Bacal, Performance Management, Tata McGraw Hill, New DelhiHamilton

VII: Note:

1. There will be 1 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubric for Internal Assessment
Subject: Performance Management
BBA VI Sem

Goal : To have a general understanding of Subject and its use in management organisations.

Objective: The objective of this course is to develop an insight and understanding of Performance Management

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
__% students shows high knowledge for the concepts of performance management, they shows the familiarity with the different theories of performance management. Students are able to identify the competencies of employee related to an	__% students shows good understanding of concepts, but need to correlate these concepts more appropriately with managerial problems.	__% students shows little understanding of concept and need more clarity of concept for correlating and planning performance management and for managerial decisions.	__% students shows very basic understanding of subject and find it difficult to plan or design competencies of performance management for managerial problems. Need improvement for conceptual knowledge Need to correlate

organisation.			concepts with managerial problems.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan**

Subject: Consumer Behavior
Class: BBA-VI

Session: Jan-June

I: Course Objective:

The objective of this course is to develop an insight and understanding of Consumer Behavior.

II: Examination:

The faculty member will award marks out of a maximum of 20 marks (As per academic plan) for the internal performance of the student. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

CO1 Apply basic concepts of consumer behavior to understand the market to create sales.

CO2 Understand consumer behavior in order to develop strategies to increase market share.

CO3 Understand Perception of Consumer Behavior to develop sales.

CO4 Understand Consumer Attitude about overall products sales.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3							1
CO2		3			2			
CO3			2					
CO4				3		1	2	

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction and concept	Introduction market strategy and consumer behavior	B.N.1,2
2			Market Analysis, consumer decision process	B.N.1,2
Assignment: Explain in detail, consumer decision making process along with example?				
CO:1				
LO: Learning of Basics of Consumer Behavior& Market Analysis.				
3	2	Culture and consumer behavior	Meaning of culture, Characteristics of culture, function of culture	B.N.3,4,5
4			Types of culture	B.N.3,4,5
5			Cross-cultural consumer analysis:- cross cultural marketing objectives	B.N.3,4,5
6			Basic areas for cross-cultural marketing	B.N.3,4,5
7			Problem in cross cultural marketing	B.N.3,4,5
Assignment: Elaborate on the importance of cross-cultural analysis for the marketers before entering in the foreign market? Explain with the real case study?				
CO:1, 2				
LO: Understand various cultural aspect according to consumers.				
8	3	Motivation and consumer behavior	Introduction, motives and motivation	B.N.2,6
9			positive or negative motivation	B.N.2,6
10			Consumer motives:- personal ,social motives	B.N.2,6
11			Involvement:-types of involvement	B.N.2,6
12			Measuring involvement, values	B.N.2,6
13			Values and attitudes, Means and end chain model	B.N.2,6
Case Study: Students are required to form case study on consumer motives and attitudes and present through PPT.				
CO:3				
LO: Understand Perception of Consumer Behavior.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
14	4	Perception and consumer behavior	Introduction, of groups, Advantages and disadvantage of groups	B.N.1,5,6
15			Reference group, types of reference group	B.N.1,5,6
16			Social class and consumer behavior	B.N.1,5,6,
17			Introduction social class categorization	B.N.1,5,6
18			Social class life style and buying behavior	B.N.1,5,6
19			Social class and market segmentation	B.N.1,5,6
20			Social factors, Social class and consumer behavior.	B.N.1,5,6
CO:2,3				
LO: Determining Consumer Buying Behavior.				
21	5	Perception and consumer buying behavior	Introduction, meaning, nature, importance and limitation of perception	B.N.4,5
22			Barriers to accurate perception, Sensation	B.N.4,5
23			Perception of values, perception of process	B.N.4,5
24			Consumer purchase decision, Types of decision, types of decision behavior	B.N.4,5
25			Buying stage and situational influence, Models of consumer behavior Economic model	B.N.4,5
26			Learning model, sociological model, Howard Sheth model of buying	B.N.4,5
Case study: Suitable case study will be discussed on consumer’s perception in the class.				
CO:3				
LO: Understand Attitude of Consumers.				
27	6	Attitude and consumer behavior	Meaning of attitude, nature and characteristics of attitude, types of attitude	B.N.5,6
28			learning of attitude, sources of influence on attitude formation,	B.N.5,6
29			Model of attitude- Tri-component attitude model, multi attribute attitude model	B.N.5,6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
30			Consumer decision making process	B.N.5,6
31			Levels of consumer decision	B.N.5,6
32			Consumer information processing model Hierarchy of effects model	B.N.5,6
CO:4				
LO: Understand Attitude of Consumers.				

VI: Book References:

1. Ramneek Kapoor, Consumer Behaviour: Text and Cases, Tata McGraw Hill, New Delhi
2. Ramanuj Majumdar, Consumer Behaviour, PHI Learning, New Delhi
3. Dr.Rajeev Kumra, Consumer Behaviour, Himalaya Publishing House
4. Satish K.Batra & S.H.H.Kazmi, Consumer Behaviour, Excel Books
5. Leon G.Schiffman & Leslie Lazar Kanuk, Consumer Behavior, Eastern Economy Edition
6. C.N. Sontakki, Consumer Behaviour, Himalaya Publishing House

VII: Note:

1. There will be unit wise class tests/assignments/presentations of equal weightage.
2. There will be two to three major group assignments, group size 3-4, each group will be given separate topics for understanding the subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: Consumer Behavior****BBA VI Sem**

Goal : To equip students with skills and expertise to minutely understand the consumer behavior and accordingly prepare business strategies.

Objective: The objective of this course is to develop an insight and understanding of consumer behavior.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is best prepared to understand and respond to consumers' behavior through effective product and marketing management.	% enough knowledge and understanding of consumer behavior, having better understanding of factors drawing behavior in the market and respond efficiently to them.	% are quite low in concept understanding, weaker in estimating future behavior of the customers, Required more efforts for gaining knowledge of the subject.	% have poor understanding of subject, concepts are unclear or misunderstood. Majority of concepts are incorrect and required to put extra attention to develop subject based knowledge.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE
Lesson Plan**

Subject: Marketing of Services
Class: BBA-VI

Session: Jan.-July

I: Course Objective:

The objective of this course is to develop an insight and understanding of Marketing of Services

II: Examination:

The faculty member will award marks out of a maximum of 20 marks (As per academic plan) for the internal performance of the student. The Semester Exam shall be worth 80 marks, it will have two sections A and B. Section A worth 60 marks will comprise of seven theory questions, out of which a student will be required to attempt any four questions. Section B worth 20 marks will contain a case.

III: Course Outcomes(CO):

CO1 Understand in detail the basic concepts of service sector and develop insight in marketing of services.

CO2 Appreciate the difference between marketing physical products and intangible services, including dealing with the extended services marketing mix.

CO3 Understand service consumer behavior in order to achieve sustainable customer value.

CO4 Understand importance of customer relationship in service delivery.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	1				1		
CO2	3			3			1	1
CO3	3		1		2		1	
CO4	3							

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	INTRODUCTION TO SERVICE MARKETING	Introduction, Meaning & Definition of Service Marketing	B.N. 1,2,3
2			Characteristics & Components	B.N. 2,3,
3			Classification of Service Marketing	B.N. 2,3
4			Factors Leading to a Service Economy	B.N. 2,3
Assignment:				
CO:1				
LO: Learning of Basics of service marketing concepts.				
5	2	SERVICE CONSUMER BEHAVIOUR	Understanding the Service Customer as a Decision Maker	B.N. 4,5
6			Customer purchase is Associated with Risk	B.N. 4,5
7			How Service Customers Evaluate the Service	B.N. 4,5
8			The Service Consumer Decision Process	B.N. 4,5
9			The Decision Making Process in the Service Sector	B.N. 4,5
10			Components of Customer Expectations	B.N. 4,5
11			Service Satisfaction	B.N. 4,5
12			Service Quality Dimensions	B.N. 4,5
Assignment:				
CO:2				
LO: Understand Consumer Behavior with special reference to services.				
13	3	THE SERVICE DELIVERY PROCESS	Managing Service Encounters	B.N. 1,4,6
14			Common Encounter Situations	B.N. 1,4,6
15			Managing Service Encounters for Satisfactory Outcomes	B.N. 1,4,6
16			Service Failure	B.N. 1,4,6
17			Service Recovery	B.N. 1,4,6
18			Process of Service Recovery	B.N. 1,4,6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
19			Customer Retention and Benefits	B.N. 1,4,6
Assignment:				
CO:3,4				
LO: Understand the important aspects of service delivery.				
20	4	STRATEGIC ISSUES IN SERVICE MARKETING	Market Segmentation in the Marketing of Services	B.N. 3,5
21			Target Marketing, Positioning of Services	B.N. 3,5
22			How to Create a positioning Strategy	B.N. 3,5
23			Developing and maintaining Demand and Capacity	B.N. 3,5
Assignment:				
CO:2,3				
LO: Analyzing the important issues in service marketing in order to make effective service mix.				
24	5	CHALLENGES OF SERVICE MARKETING	Marketing Planning for Services	B.N. 4,5
25			Developing and Managing the Customer Service Function	B.N. 4,5
26			Developing and Managing the Customer Service Function	B.N. 4,5
27			Developing and Maintaining Quality of Services	B.N. 4,5
Assignment:				
CO:3				
LO: Analyze the challenges in service marketing.				
28	6	RELATIONSHIP MARKETING	Introduction to Relationship Marketing	B.N. 5,6
29			The levels of Customer Relationships	B.N. 5,6
30			The levels of Customer Relationships	B.N. 5,6
31			Dimensions of a Relationship	B.N. 5,6
32			Goal of relationship marketing	B.N. 5,6
CO:4				
LO: Understand the aspects of relationship marketing in service marketing.				

VI: Book References:

1. Zeithmal, Bitner, Service Marketing (SIE), Tata Mcgraw Hill, New Delhi
2. Harsh V. Verma, Services Marketing, Pearson Education, New Delhi
3. C.Bhattacharjee, Services Marketing, Excels Books
4. Dr.B.Balaji, Services Marketing & Management, S.Chand Publication
5. Vinnie Jauhari & Kirti Dutta, Services, Oxford University Press
6. Rajendra Nargundkar, Services Marketing, TATA Mcgraw-hill Publishing

VII: Note:

1. There will be unit wise class tests/assignments/presentations of equal weightage.
2. There will be two to three major group assignments, group size 3-4, each group will be given separate topics for understanding subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubric for Internal Assessment**Subject: Marketing of Services****BBA VI Sem**

Goal : To develop marketing skills for handling issues, result oriented marketing decisions, strategy formulation & implementation and developing media plan for efficient business execution.

Objective: The objective of this course is to develop an insight and understanding of marketing of services.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% having good knowledge of service marketing, knows all dimensions of service products and is able to define, manage and sell services in the market.	% wisely use service marketing concepts for selling services, able to handle service products and can design an effective marketing strategy for promoting service products	% are quite low in concept understanding, weaker in fully describing various advertising and brand management mechanism. Required more efforts for gaining knowledge of	% have poor understanding of subject, concepts are unclear or misunderstood. The students required to be more serious to gain theoretical knowledge of the subject.

		subject.	
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	Internal Out of 20	VIVA Out of 20		

PROGRAMME OUTCOMES: BFT

PO1: Acquire the basic knowledge of International business and management fundamentals in their domain area.

PO2: Integrate all the areas of business activity in a quest to develop the most reliable strategies that successfully achieve the objectives of a company in an international environment.

PO3: Apply the advanced tools and strategies to enhance the export and import operations in the business.

PO4: Ability to create, select and apply appropriate analytical tools, techniques and methods in the modern management activities and use in managerial decision making.

PO5: Communicate effectively in different business contexts and situations so as to be able to receive and give clear instructions, comprehend, write reports, prepare documentation and make effective presentations.

PO6: Design and develop conceptual knowledge by usage of contemporary research tools for effective performance and recognize the need for self-motivation to engage in lifelong learning.

PO7: Demonstrate critical thinking skills in understanding managerial issues and problems related to the global economy.

PO8: Follow the professional, ethical practices by applying contextual knowledge to assess societal and legal issues by creating new ideas, products and services for developing national economy.

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: English****Session: Jul. – Dec.****Class: BBA (Foreign Trade) – I Sem****I: Course Objective:**

The objective of this course is to help the students to acquire proficiency in English.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks, it will have two sections A and B.

III: Course Outcomes(CO):

CO1. To develop the English proficiency among the students.

CO 2. To develop communication and inter personal skills of students.

CO 3. To thrive an insight to English literature.

CO 4. To imbibe the understanding of English Grammar and usage of English in day to day lives.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3			
CO 2		1			3			
CO 3								
CO 4					3			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Prose Book: English Language and Indian Culture	Chapter 4: The heritage of Indian Art	B.N. 3
2			Chapter 4: The heritage of Indian Art..contd	B.N. 3,
3			Chapter 9: Aspects of Indian Constitution	B.N. 4,
4			Chapter 9: Aspects of Indian Constitution...contd	B.N. 2,4,
5			Chapter 10: Individual Freedom	B.N. 2,
6			Chapter 10: Individual Freedom	B.N. 2 , 4
7			Chapter 11: Fundamental Duties	B.N. 2, 4
8			Chapter 11: Fundamental Duties	
Assignment: Prepare assignment on the questions and exercises assigned in the class?				
CO:1				
LO: Students will get acquainted with the rich Indian Art, Culture and Architecture through prose.				
9	2	Poem I : On his Blindness	Introduction of the poet: John Milton	B.N. 1, 2
10			Meaning and explanation of first stanza of poem	B.N. 1, 2
11			Meaning and explanation of second stanza of poem	B.N. 1, 3
12			Meaning and explanation of third stanza of poem	B.N. 1, 2
13			Meaning and explanation of fourth stanza of poem	B.N. 2
Assignment: Submission of Assignment related to difficult vocabulary in the poem.				
CO:1				
LO: Insight related to Poetry from English Literature is developed.				
14	3	Poem II: The Nobel Nature	Introduction of the poet: Ben Johnson	B.N. 1, 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
15			Meaning and explanation of first stanza of poem	B.N. 1
16			Meaning and explanation of second stanza of poem	B.N. 2, 3
17			Meaning and explanation of third stanza of poem	B.N. 3
18			Meaning and explanation of fourth stanza of poem	B.N. 3
CO:2				
LO: Acquire the various verbal and written communication skills.				
19	4	Novel: Lord of the Flies	Introduction of the author: William Golding	B.N. 5
20			Meaning and explanation of excerpts from Chapter 1,2 and 3	B.N. 5
21			Meaning and explanation of excerpts from Chapter 4, 5 and 6	B.N. 5
22			Meaning and explanation of excerpts from Chapter 7, 8 and 9	B.N. 5
23			Meaning and explanation of excerpts from Chapter 10, 11 and 12	B.N. 5
24			Summary of the Novel	B.N. 5
Assignment: Throw light on the other aspect of the ‘Lord of the Flies’ according to the society.				
CO:3				
LO: to understand how to write a relatively long work of narrative fiction in a form of published book				
25	5	English Grammar	Noun: Meaning and usage	B.N. 2, 4
26			Pronoun: Meaning and usage	B.N. 1, 2
27			Adjective: Meaning and usage	B.N. 2,3
28			Verb and adverb: Meaning and usage	B.N. 1, 2
29			Direct and Indirect narration	B.N. 1, 3
30			Construction of sentences	
31			Correction of Sentences	

Lecture No.	Unit No.	Topic	Sub Topic	Reference
32			Grammar and Vocabulary practice exercises	B.N. 1, 2
CO:4				
LO: To develop the understanding of English Grammar and usage of English in day to day lives.				

VI: Book References:

1. Thomson, A.J. and Martinet, A.V. (1986). Practical English Grammar, Oxford University Press, New Delhi.
2. Stanly Jones, English for Business Student.
3. Jones and Alexander, New International Business English (CUP).
4. Business Opportunities.
5. William Golding, Lord of the Flies, Faber and Faber Ltd, England.

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubrics for Internal Assessment For English**BFT I Sem**

Goal : Students will be able to develop the proficiency in English and to communicate effectively & appropriately in English language in real life situation.

Objective: Students will be able to develop and integrate the use of the four language skills i.e. Reading, Listening, Speaking and Writing in English

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
<p>%.... students were outstanding and able to read English, comprehend English when it is spoken, able to speak Correctly and intelligibly in English and were able to write English correctly. The students were able to express their ideas and responses with ease in proper sentence structure, grammar and tenses. The student showed a very good general understanding of all vocabulary and information, completing all the questions. The student uses correct grammar, word order, spelling, and noun/adj agreement. Correct sentence structure is used.</p>	<p>%.... students were able to comprehend effectively and efficiently in English. The Pronunciation was fair and did not interfere with communication. Presentation was generally logical. Students was able to express their ideas and responses fairly well but makes mistakes with their tenses. Speech was mostly smooth but with some hesitation and unevenness caused primarily by rephrasing and grouping for words.</p>	<p>%.... students fall in this criteria. The students presentation, written as well as verbal was somewhat illogical and confusing in places. Most of the vocabulary was basic and repetitive. Student was slightly unclear with pronunciation at times, but generally it is fair. Students were able to use broad vocabulary words but was lacking, making him/her repetitive and unable expand on his/her ideas.</p>	<p>%.... student fall in this criteria. The student were Incomprehensible throughout. They doesn't use sufficient vocabulary. Vocabulary is below the expected level and often irrelevant to the topic. Only basic transition and cohesive words are used or none are used. They consistently makes errors with grammar, word order, spelling, and noun/adj agreement. Student was difficult to understand, quiet in speaking, unclear in pronunciation.</p>

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Global Business Communication and Public Relation**Session:** Jan - June**Class:** BBA (Foreign Trade) - I Sem

I: Objective of course: The objective of this subject is to familiarize the students with the special terminology used in export import business and equip him with the expertise in writing global business letters concerning all aspects of foreign trade with the objective of developing exports and imports business.

II: Examination: The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks.

III: Course Outcomes(CO):

CO1. To gain an understanding with the terms used in export and import business.

CO 2. To develop competence and expertise in writing global business letters.

CO 3. To understand the various aspects of foreign trade while writing effectively.

CO 4. To enhance inter-personal skills for building strong trade relations.

IV:PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			1				
CO 2			2		3			
CO 3	1		1		2			
CO 4		1		2			1	1

V:Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Export Correspondence	Essentials of Successful letters	B.N. 1, 5
2			Advantages of Export correspondence	B.N. 1, 5
3			Trade Relations	B.N. 1, 5
CO:1				
LO: The students will understand the importance of effective letter writing which will enhance the trade relations build confidence for successful correspondence.				
4	2	Terminology	Export Documentation	B.N. 1, 5
5			Export Documentation	B.N. 1, 5
6			Special Terms used in Export and import Business	B.N. 1, 2
7			Special Terms used in Export and import Business	B.N. 1, 2
8			INCO Terms	B.N. 1, 2
9			INCO Terms	B.N. 1, 2
Assignment 1: Submission within 3 days				
CO:2				
LO: This unit will help understand the special terminology which is being used in the export and import deals.				
10	3	Market Reports	Reading Reports	B.N. 1, 2, 5
11			Writing of Market Reports	B.N. 1, 2, 5
12			Essentials of Writing Market Reports	B.N. 1, 2, 5
13			Types of Market Reports for different items	B.N. 1, 2, 5
14			Case Study	B.N. 1, 2, 5

CO:3				
LO: The students will benefit by understanding, analyzing and then writing of comprehended reports on export and import.				
15	4	Correspondence	Business Letters (Need & Importance)	B.N. 1, 2, 5
16			Type of Business Letters	B.N. 1, 2, 5
17			Objectives and prerequisites of Business letters	B.N. 1, 2, 5
18			Export of visible Items	B.N. 1, 2, 5
19			Export of Invisible Items	B.N. 1, 2
20			Imports of visible Items	B.N. 1, 2
21			Imports of Invisible Items	B.N. 1, 2
22			How to write a Business Letter	B.N. 1, 5
23			Exercise on How to write a business letter	B.N. 1, 5
24			Exercise on How to write a business letter	B.N. 1, 5
25			Filing	B.N. 1, 2, 5
26			Filing	B.N. 1, 2, 5
27			Indexing	B.N. 1, 2, 5
28	Indexing	B.N. 1, 2, 5		
Assignment 2: Submission within 3 days				
CO:2,3				
LO: The Unit will help the students to practice writing letters relating to all trade aspects and further being able to file and index them appropriately.				
29	5	Public Relations	Importance and Significance	B.N. 1, 2, 5
30			How it works	B.N. 1, 2, 5
31			Public Relation and International business	B.N. 1, 2, 5
32			Methods of Public Relation	B.N. 1, 2, 5
CO:4				
LO: Understanding the importance of interpersonal skills for the development of good trade relations.				

VI: BOOK REFERENCE:

1. Rathore. B & Rathore S (1997) Export Marketing, Himalaya Publishing House.
2. Michale, VP (2001) Communication and Research for Management, Himalaya Publishing House.
3. Murphy, Effective Business Communication
4. Sigband, Norman, Communication for Business and Management.
5. Rai, V.S & Rai, S.M Business Communication.

VII: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

Rubrics for Internal Assessment For Global Business Communication and Public Relations

BFT I Sem

Goal : Students will understand and familiarize themselves with the special terminologies of business used in export and import.

Objective: For the students to understand and equip themselves with all the special and important terminologies used in export import business and also endow and prepare the students with expertise in writing global business letters concerning all aspects of foreign and international trade with the objective of developing exports and import business

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were stupendous and terrific in understanding the main concepts of Global business communications. Further they are able to provide an exceptional demonstration of usage of special terminologies and able to make excellent market reports. The students are able to illustrate phenomenal public relations examples.	%.... students showed proficiency in enunciation of some but not all main concepts of global business communication. Further they are able to provide very good demonstrations of usage of special terminologies and able to make excellent market reports. The students are able to illustrate phenomenal public relations examples.	%.... students showed proficiency in enunciation of some but not all main concepts of global business communication. Further they are able to provide very good demonstrations of usage of special terminologies and able to make excellent market reports. The students are able to illustrate phenomenal public relations examples.	%.... student fall in this criteria. They all were not able to demonstrate proficiency in most of the major concepts of global business communication.. Students provide minimal or no demonstrations of usage of terminologies and report making. Nil public relations art was demonstrated as well.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Introduction to Computers**Session:** July – Dec**Class:** BBA (FT) - I Sem

I: Objective: Objective of course is to understand basics IT application in business and also to understand the application of various information tools to have a source of internal and external data for the organization.

II: Examination Scheme: There shall be internal evaluation of 30 marks. There shall be external examination for 70 marks in the paper. Internal shall be evaluated on the basis of attendance, test and assignment.

III: Course Outcomes(CO):**CO1.** Basic understanding of Computer fundamentals**CO2.** Knowledge about Basic Computer peripherals and hardware systems**CO3.** Awareness of Computer Number system and other applications of MS-Office in business**CO4.** Basic Computer knowledge for working in a Business environment**IV: PO-CO Mapping: High 3, Medium 2, Low 1**

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		1	1		1			
CO2								
CO3		2	2		3	1		
CO4		1			2	2		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Evolution of Computers	Computer Architecture	
2			Hardware: Input / Output devices Definitions	
3			Computer storage devices	
4			Computer memory	
5			Software: System and Application Software	
6			Compilers, Interpreters and Assemblers	
CO:1				
LO: Knowledge about Computer fundamentals				
7	2	Computer Memory	Introduction, Definition, Memory Types	
8			RAM, ROM, PROM, EPROM, Hard Disk.	
9			Primary and Secondary Memory, Cache memory, Physical and Virtual Memory	
CO:2				
LO: Awareness about Basic Computer related hardware.				
10	3	Number System	Introduction, Definition, Number System Types, Binary, Octal, Decimal, Hexadecimal	
11			Number System Conversion- Part 1	
12			Number System Conversion- Part 2	
13			Boolean Algebra Part 1	
14			Boolean Algebra Part 2	
15			Input Devices	
16			Output Devices	
CO:3				
LO: Knowledge of computer number system and other Input/output devices.				
17	4	Computer	Configurations of PC/XT/AT Directory and Files	
18			Programming Fundamentals	
19			Flowchart-Introduction, Application	
20			Flowchart Diagrams, Examples of Flowchart	
21			Introduction of Algorithms, Rules & Applications	
22			Introduction to MS DOS, Characteristics and Features	
23			MS –DOS Internal Commands	
24			MS –DOS External Commands	
CO:3				
LO: Understanding of programming fundamentals, Flow charts & MS-DOS.				
25	5	Application Packages	Word-Processors: Word basics, formatting text and documents, Working with headers, footers and footnotes,	
26			Tabs, tables and sorting, working with graphics, templates, wizards and sample documents	
27			Spread-Sheet: Excel basics, rearranging worksheets, excel formatting tips and techniques	
28			Introduction to Excel Menu	

29			Excel's chart features, using worksheet as databases	
30			DBMS	
31			Statistical Packages	
32			Graphics	
CO:4				
LO: Learning of various application packages like, MS-Office and others for day to day working.				

VI: Book Reference:

1. Hunt.R. and Shelly, J. (1993). Computer and Common Sense. New Delhi, Printice Hall of India.
2. Sinha, P. K. Fundamentals of Computer.
3. Raja Rammana,V. (1994). Fundamentals of Computer. New Delhi, Printice Hall of India.
4. Spencer, W.I.R, Dictionary of Computer.
5. Karsinghan, B.W. and Ritchie, D.M. (1995). The C Programming Language. New Delhi, Second Edition.Printice Hall of India Pvt.Ltd.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit assignment in computer practical notebook.

Rubrics for Internal Assessment For Introduction to Computers**BFT I Sem**

Goal : Developing a high-level understanding of systems as a whole. This understanding should transcend component implementation details to emphasize the structure of computer systems and the processes involved in their construction and analysis.

Objective: Demonstrate proficiency in problem-solving techniques using the computer which also includes high-level programming languages and operating systems, modern software applications and depth of knowledge in the discipline of computer.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to meet all the specifications of Computers technology, Evolution of Computers , theories of Memory and Application Packages apart from this they have good practical knowledge of Number System and software applications.	%.... students were accomplished. They have good knowledge of computers and it's fundamentals, Memory, Evolution of Computers and it's practical problem solving problems.	%.... students fall in this criteria. They have lack of knowledge about computers subject and it's practical implementation.	%.... students falls in this criteria. They are not well aware about fundamentals of Computers technology. Student interaction were less and does not met the specifications.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE**Lesson Plan****Subject: Basic Mathematics and Statistics****Session: July - Dec****Class: BBA (Foreign Trade) – I Sem**

I: Course Objective: The Objective of this course is to expose the students to various mathematical techniques used in foreign trade and to teach him the statistical tools needed for analyzing and interpreting business facts and graphic presentation.

II: Examination Scheme: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III: Course Outcomes(CO):

CO1. To provide students with knowledge and capability in formulation and analysis of mathematical models of real life applications.

CO2. To Choose appropriate mathematics and statistical methods and apply them in various data analysis problems

CO3. To develop analytical techniques to solve problems.

CO4. To develop computational skills appropriate for mathematician to use when solving problem

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1			1				
CO 2				1				
CO 3						2		
CO 4				2				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Linear Algebra	Introduction to Linear Algebra Matrix and its types	B.N.8,10
2			Operations of Matrix: Addition and Subtraction	
3			Multiplication of Matrix	
4			Determinants: Minors, Ad-joint, Cofactors.	
6			Inverse of Matrix	
7			Solution of Simultaneous Linear Equations: Matrix Method	
8			Solution of Simultaneous Linear Equation : Row Operations	
9			Solution of Simultaneous Linear Equations: Column operations	
10			Class Test 1	
Assignment: Importance of Linear Algebra in Business Application				
CO:1				
LO: Students will understand and be able to prove relationships between matrices, systems of equations, inverses, and determinants.				
11	2	Interest Rate Mathematics & Exchange Arithmetic	Introduction to Interest Rate Mathematics and Exchange Arithmetic: Day Count Fractions	B.N. 1,2, 6
12			Yield Concepts and The Bond Price Equation	
13			Compounding Frequencies and Continuous Compounding	
14			Bond Price-Yield relationship	
15			Yield Curve and Forward rates	

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16			Class Test 2	
Assignment: Group Presentation				
CO:2				
LO: In this unit, students will learn interest rate, compounding and exchange rates.				
17	3	Role of Statistics in Foreign Trade	Introduction to Statistics and its role in Foreign Trade.	B.N.3,4,8
18			Collection, Analysis and Interpretation of Primary & Secondary data, Sampling Theory	
19			Class Test 3	
CO:3				
LO: This unit will help to understand primary and secondary data collection techniques and their use in analysis and interpretation of collected data.				
20	4	Measurement of Central Tendency	Introduction to measures of central tendency: Mean	B.N.3, 4, 8
21			Mode	
22			Median	
23			Geometric and Harmonic Mean	
24			Range and Standard Deviation	
25			Class Test 4	
CO:2				
LO: Students will able to learn various techniques of central tendency.				
26	5	Analysis of Business Chance and Relationship	Time Series and Its Components	B.N. 5,6, 7
27			Moving Average Methods	
28			Least square Methods	

Lecture No.	Unit No.	Topic	Sub Topic	Reference
29			Least square Methods for solving Time Series	
30			Introduction to Correlation Analysis & its types	B.N.8, 9
31			Karl Pearson's method	
32			Class Test 5	
CO:3,4				
LO: Students will learn correlation, regression and time series component and apply their knowledge for decision making.				

VI: Book References:

1. J.J. Cox, Ingersc, A Theory of Term Structure of Interest Rates.
2. Apte P.G. (2002). International Financial Management. New Delhi, TataMcGraw - Hill Publishing Company Limited.
3. Gupta, S.P. (1995). Statistical Methods. New Delhi, Sultan Chand and Sons.
4. Elhance, D.N., Elhance, V. and Aggrawal.B. M. (1999.) Fundamentals of Statistics. Allahabad, Kitab Mahal.
5. Jeevnandam, C. (2003). Foreign Exchange and Risk Management. New Delhi, Sultan Chand and Sons.
6. S.C. Gupta, Business Statistics, Himalaya Pub House, 2008
7. Ajay goyal & Alka goyal, Mathematics and statistics, 4 th edition, taxman publication
8. D.C sancheti & V K Kapoor, statistics-theory, methods and application, sultan chand & sons.
9. J.K. Sharma, "Mathematics for Management and Computer Applications", New Delhi, Galgotia Publication

VII: Note:

1. There will be 5 unit wise class tests/assignments/presentations of equal weightage.
2. There will be one individual & one major group assignments, group size of 4, each group will be given separate topics for to discuss and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment For Basic Mathematics And Statistics**BFT I Sem**

Goal : Students will understand the various applications mathematical and statistical techniques in business.

Objective: For the students to understand how mathematical and statistical techniques help in formulating and analyzing foreign trade and other business facts. The students will be able to apply mathematical techniques and use statistical tools to analyze different aspects of international trade and also different business perspectives altogether.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were stupendous and terrific in understanding the main basic modified applications of mathematics and statistics. Further they are able to provide an exceptional conceptual understanding of the working of the problems and also deliver an excellent example of learning by doing process in basic mathematics and statistics.	%.... students showed proficiency in enunciation of some but not all perspectives of mathematical and statistical theories and applications. Students are able to provide an exceptional conceptual understanding of the working of the problems and also deliver an excellent example of learning by doing process in basic mathematics and statistics.	%.... students fall in this criteria. They showed minimal knowledge of the mathematical and statistical theories and applications. Their learning by doing skills were bare minimal.	%.... student fall in this criteria. They all were not able to demonstrate proficiency in most of the perspectives of main mathematical and statistical theories & applications. Students provide minimal insight in applications of problems and also very poorly able to solve mathematical and statistical problems.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Business Law**Session:** July-December**Class:** BBA (Foreign Trade) I Sem**I: Objective of the course:**

The objective of this course is to give basic knowledge of important business and economic laws applicable to Indian business houses so that decisions are taken in the legal framework.

II: Examination: The faculty member will award internal marks out of 30. The semester examination carrying 70 marks.

III: Course Outcomes(CO):

CO 1: Awareness of important business and economic laws and their impact on business in India.

CO2. Identify the fundamental legal principles behind contractual agreements.

CO 3: Identify and discuss the legal implications of business decisions.

CO 4: Application of legal theory to determine the legal issues in assigned cases.

IV: PO-CO Mapping: High-3, Medium-2, Low-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2					2	3
CO 2								3
CO 3		2					2	3
CO 4								3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1 (a)	Sale of Goods Act, 1930	Introduction to Contract of Sale of goods, Definitions & Kinds of Goods	B.N.1/2/3
2			Sale & Agreement to Sale	B.N.1/2/3
3			Sale & Hire Purchase Agreement, Sale & Bailment	B.N.1/2/3
4			Conditions & Warranties, Doctrine of Caveat Emptor	B.N.1/2/3
5			Unpaid Seller & Rights of Unpaid Seller	B.N.1/2/3
6			Unpaid Seller & Rights of Unpaid Seller	B.N.1/2/3
7	1 (b)	The Indian Contract Act, 1872	General Introduction to law of Contracts and Definitions	B.N.1
8			Essential Elements of a Valid Contract Case: Balfour v Balfour [1919] 2 KB 571	B.N.1/2/3
9			Kinds of Contracts	B.N.1/2/3
10			Performance & Discharge of Contract	B.N.1/2/3
11			Breach of a Contract and Its Remedies	B.N.1/2/3
12			Quasi Contract	B.N.1/2/3
Assignment-1 Different types of contracts and essentials of a valid contract with example				
CO:1				
LO: Develop an understanding of the Indian Contract Act, 1872, Sale of Goods Act and Law of Agency.				
13	1 (c)	Law of agency	Law of agency contract	B.N.1/2/3
14			Law of agency contract	B.N.1/2/3
15	2	The Companies Act	Companies Act, 1956	B.N.1/4/5
16			Characteristics of a Company	B.N.1/4/5
17			Memorandum and Article of Association	B.N.1/4/5
18			Share capital and Shareholders	B.N.1/4/5
19			Resolutions	B.N.1/4/5
20			Appointment and resolution of directors	B.N.1/4/5
21			Companies Act, 2013	B.N.1/4/5.
Assignment-2 Companies Act, 1956 with characteristics of a company				
CO:2				
LO: Develop an understanding of The Companies Act, 1956, characteristics of Company, registration and incorporation of companies, concept of share capital and shares, different kinds of meetings and resolutions and appointment and remuneration of the directors of the company.				
22	3 (a)	MRTP Act	The monopolistic and Restrictive Trade Practice Act, 1969	B.N.5
23			MRTP Act, 1969 commission and powers	B.N.5
24			procedures and orders of commission	B.N.5
25	3 (b)	FERA	Foreign Exchange Regulation Act, 1973	B.N.1/4/5
26			Authorised dealers and money changers	B.N.1/4/5

27			Payment of export goods and regulations	B.N.1/4/5
CO:3				
LO: Understand the basics of FEMA, FERA and MRTP Act.				
28	4	The negotiable Instrument Act	Negotiable Instrument Act, 1881- Characteristics and types of instruments.	B.N.4/5/7
29			Negotiation & Assignment Types of Endorsement	B.N.4/5/7
30			Dishonour and Discharge an Negotiable Instruments	B.N.4/5/7
CO:4				
LO: Understand the meaning of various negotiable instruments and their differences, concept of negotiation and assignment of instrument and mode of discharge and dishonour of instruments				
31	5	The Partnership Act	Definition and Nature of Partnership. Formation of Partnership	B.N.2/4/6
32			Rights, Duties and Liabilities of Partners Dissolution of Partnership Firm.	B.N.2/4/6
CO:3,4				
LO: Understand the concept and law of partnership, be clear about its essentials, relation of partners and mode of registration and dissolution of partnership firm.				

VI: Reference Book:

1. M.C. Kuchhal & VivekKuchhal, Business Legislation for Management, 4thedition,Vikas Publishing House, 2013.
2. K.R.Bulchandani, Business Law for Management, 2008, Himalaya Publishing House.
3. C.L.Bansal, Business and Corporate Laws, 1st edition, Excel Books, 2006.
4. K.C. Garg, V.K.Sareen, Mukesh Sharma, R.C.Chawala, Mercantile Law, 12th Edition, Reprint 2007, Kalyani Publishers.
5. V.S.Datey, Business and Corporate Laws, 5th edition, Taxmann's Allied Services (P) Ltd.
6. Rohini Aggarawal, Mercantile Laws, Reprint 2007, Taxmann's Allied Services (P) Ltd.
7. S.S.Gulshan, Mercantile Law, 3rd Edition, Excel Books.

VII: Note:

1. There will be 2 individual assignments.
2. There will be 2 major tests, each carry 6 marks; the marks of the better of two major tests will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 6 marks.

Rubrics for Internal Assessment For Business Law**BFT I Sem**

Goal : Students will gain the basic knowledge of important business and economic laws and their impact on business in India.

Objective: Students will have an understanding of the relationship between laws and economic activity. They will develop an awareness of legal principles involved in economic relationships and business transactions so that the decisions are taken in the legal framework.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the legal background relating to business laws. They were able to have knowledge of those legal frameworks, which influence the business transactions and decisions in India. They were able to apply the legal theory to determine the legal issues in assigned cases.	%.... students were accomplished and able to identify the fundamental legal principles behind contractual agreements. They develop the basic understanding of the legal provisions of selected laws and analyze and apply the related provisions addressing issues in moderately complex scenarios.	%.... students fall in this criteria. They were able to identify, demonstrate and/or understand some of laws and legal precedents.	%.... student fall in this criteria. They were not able to identify, demonstrates and/or understand any of the laws and legal precedents. They were not able to analyze the issues using facts presented, laws and case precedents.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Principles of Business Administration**Session:** Jul. – Dec.**Class:** BBA (Foreign Trade) – I Sem**I: Course Objective:**

The objective of this course is to give an overview of major issues confronting managers in the export import business in the structuring of their organization and making optimal use of resources to achieve the objective of the organization.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks, it will have two sections A and B.

III: Course Outcomes(CO):

CO1. Understanding of the basic concepts of management and functions and responsibilities of the manager in the export-import business.

CO2. Learn about the tools and techniques of planning and organizational structure.

CO3. Understanding of traits, dimensions, and styles of effective leaders and importance of employee motivation and staffing in an organization.

CO4. Learn about different types of control means in a business setting and why it is needed.

IV:PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2			1	3		1	1	
CO 3			1	2	1	3	1	
CO 4	1		1	1			1	

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Management Concepts	Meaning and Significance of Management	B.N. 1
2			Functions of Management	B.N. 1, 2
3			Functions of Management	B.N. 1, 3
4			Evolution of Management Theories	B.N. 1, 3
5			Evolution of Management Theories	B.N. 1, 2
6			Systems Theory	B.N. 2, 3
7			Contingency Theory	B.N. 1, 3
Assignment: Choose a Company or an Institution of Your Choice, Explore the Importance of Management in it and Prepare a Report.				
CO:1				
LO: This unit will help the students to understand basic concept of management, its significance and managerial functions. This unit will also help to understand various managerial theories and its relevance to modern industry.				
8	2	Planning	Definition and Concepts	B.N. 1, 2
9			Principles of Planning	B.N. 1, 2
10			Types of Plans	B.N. 1, 3
11			The Planning Process	B.N. 1, 2
12			Decision Making Process	B.N. 2
13			Forecasting	B.N. 3
Assignment: Submission of Assignment Sheet on Types of Planning				
CO:2				
LO: In this unit students will learn planning and decision making process. Forecasting techniques will also be learnt by the students.				
14	3	Organization Structure	Organization Structure	B.N. 1, 2
15			Coordination	B.N. 1
16			Coordination	B.N. 2, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17			Group Dynamics – I	B.N. 3
18			Group Dynamics – II	B.N. 3
19			Delegation of Authority	B.N. 2, 3
20			Line and Staff Relationships	B.N. 1, 3
CO:2				
LO: Organization structure, coordination, group dynamics, delegation will be learnt by the students in this unit.				
21	4	Motivation and Leadership	Motivation	B.N. 1, 2
22			Theories of Motivation	B.N. 1
23			Leadership	B.N. 1, 3
24			Theories of Leadership	B.N. 2, 3
25			Communication and OB	B.N. 1, 2
26			Staffing and HRD	B.N. 1
Assignment: Identify World’s Famous Leaders (At least 10), Identify Their Leadership Style, Submit a Report.				
CO:3				
LO: This unit will help the students to understand the importance and theories of motivation and leadership styles.				
27	5	Control	Definition and Concepts	B.N. 2, 4
28			The Control Process	B.N. 1, 2
29			Controlling Techniques	B.N. 2,3
30			Conflict Management	B.N. 1, 2
31			Strategies of Conflict Management	B.N. 1, 3
32			Dynamics of Change	B.N. 1, 2
CO:4				
LO: The last unit will help the students to Understand control processes and techniques.				

VI: Book References:

1. Stephen P. Robbins, David A. Decenzo, Sanghmitra Bhattacharya, Madhushree Nanda Agarwal, **Fundamentals of Management**, Pearson Education, 2009
2. Robbins, **Management**, 9th edition Pearson Education, 2008,
3. Harold Koontz, O'Donnell and Heinz Weihrich, **Essentials of Management**. New Delhi, Tata McGraw Hill, 2006

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubrics for Internal Assessment For Principle of Business Administration**BFT I Sem**

Goal : Students will understand and familiarize themselves with the basics of Business Administration.

Objective: For the students to understand and equip themselves with basic aspects of Business administration.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Outstanding	Meets the Criteria	Need Improvement
%.... students were stupendous and terrific in understanding the main concepts of Management Function, Forecasting	%.... students showed proficiency in some criteria like theories, conflict management and many more.	%.... students fall in this criteria. They showed minimal knowledge of the main concepts of business administration.	%.... student fall in this criteria. They all were not able to demonstrate and terminologies of basics of management.

of Planning and other related aspects of business administration.			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** International Trade Theory**Session:** January-June**Class:** B.B.A(FT) II Sem

I: Objective of the course: The course aims at clarifying the conceptual background of foreign trade and explains the significance and benefits of global business operations.

II: Examination: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks.

III: Course Outcomes(CO):

CO 1. Acquaintance with the basic concepts and terminologies of foreign trade

CO 2. Develop the economic perspective with foreign trade knowledge.

CO 3. Understanding the role and functions of foreign exchange and its related Institutions.

CO 4. Assisting in learning the various effects of exchange fluctuations and control

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	2	2			2	3	2
CO2	2	2	3	2	1		2	
CO3	3		3			2		2
CO4	2		3	1	2	2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	History	Historical Perspective of International Trade	B.N.1/2
2			Historical Perspective of International Trade	B.N.1/2
3			Historical Perspective of International Trade	B.N.1/2
4			Significant and Benefits of Foreign Trade to the Nation and World at Large	B.N.1/3
5			Significant and Benefits of Foreign Trade to the Nation and World at Large	B.N.1/2
6			Significant and Benefits of Foreign Trade to the Nation and World at Large	B.N.1/3
7			Significant and Benefits of Foreign Trade to the Nation and World at Large	B.N.1/2
CO:1				
LO: Knowing the meaning and features Foreign Trade Policy along with its historical preview and current Implications.				
8	2	Theories of Internal Trade	The Classical Theories of Comparative Cost	B.N.1/2
9			The Classical Theories of Comparative Cost	B.N.1/2
10			The Classical Theories of Comparative Cost	B.N.1/3
11			Modern Theory of International Trade	B.N.1/2
12			Modern Theory of International Trade	B.N.1/3
13			Comparisons of Modern Theory with The Classical Theory	B.N.1/2
14			Comparisons of Modern Theory with The Classical Theory	B.N.1/2
15			Comparisons of Modern Theory with The Classical Theory	B.N.1/2

CO:2				
LO: It develops understanding among the students about the Export Import Licensing policies and procedures.				
16	3	IPLC & Oligopoly	International Product Life Cycle Theory	B.N.1/2
17			International Product Life Cycle Theory	B.N.1/2
18			International Product Life Cycle Theory	B.N.1/2
19			International Product Life Cycle Theory	B.N.1/2
20			Theory of Oligopoly Applied to Direct Investment	B.N.1/2
21			Theory of Oligopoly Applied to Direct Investment	B.N.1/2
22			Theory of Oligopoly Applied to Direct Investment	B.N.1/3
23			Theory of Oligopoly Applied to Direct Investment	B.N.1/2
CO:2				
LO: Knowing the roles and functions of various Government Authorities of India related to foreign trade				
24	4	Paradox, Technology Gap Preference Similarity &	Paradox Trade Theory	B.N.1/3
25			Paradox Trade Theory	B.N.1/2
26			Paradox Trade Theory	B.N.1/2
27			Technology Gap Model	B.N.1/3
28			Technology Gap Model	B.N.1/2
29			Preference Similarity Hypothesis	B.N.1/3
CO:3				
LO: Understand the different activities of commodity organization related to foreign trade of India.				

30	5	Free Trade	Free Trade Vs. Protection	B.N.1/2
31			Free Trade Vs. Protection	B.N.1/3
32			Free Trade Vs. Protection	B.N.1/2
Assignment –International Trade pattern of BRICS Country				
CO:2,4				
LO: Develop an understanding the provisions of the other committees and agencies of India.				

VI: Reference Book:

1. Rao, S. (2002). International Business: Text and Cases, Himalayas Publishing House, Mumbai.
2. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing.Himalaya Publishing House, New Delhi.
3. Thakur, Devendra, International Business.
4. Sack Onkvisit and John J. Shaw (1998). International Marketing Analysis and Strategies, PHI, New Delhi.
5. Keegan, W.J. (2002). Global Marketing Management. Seventh Edition. Pearson Education, New Delhi.

VII: Note:

1. There will be 1 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubrics for Internal Assessment**BFT II Sem****203: INTERNATIONAL TRADE THEORY**

Goal : Students will understand the concepts of International Trade and its application round the world .

Objective: To clarify the conceptual background of foreign trade and explain the significance and benefits of global business operations.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab international trade theories fundamentals fully. Students had good understanding of concepts related to historical concept, free trade & protectionism, various theories like comparative cost, modern theory, classical theory, paradox trade theory, technological gap model & its impact in increasing international trade.	%.... students are accomplished and able to articulate some perspectives of international trade theories. Students had an insight and awareness about some concepts related to free trade & protectionism, various theories like comparative cost, modern theory, classical theory, paradox trade theory, technological gap model .	%.... students are lacking in basic understanding of international trade concepts .	%.... students are unable to understand and grab the International Trade fundamentals fully. Students need to develop understanding of concepts related to historical concept, free trade & protectionism, various theories like comparative cost, modern theory, classical theory, paradox trade theory, technological gap model.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE
Lesson Plan

Subject: Principle of Marketing

Class: BFT – II Semester

Session: January - June

I: Course Objective:

The objective of this paper is to develop in the student the capacity to understand the basic concepts of marketing related to marketing functions, marketing mix, marketing process, segmentation, distribution channels, pricing, promotion and problems.

II: Examination:

The external semester examination will carry 70 marks and the faculty member will award internal marks out of 30.

III: Course Outcomes(CO):

CO1 Understanding the basics of Marketing Fundamentals.

CO2 Application of marketing concepts into business.

CO3 Contributes in Developing Reasoning and Analytical ability to foster Decision Making.

CO4 Nurturing Marketing Skills and building Domain knowledge.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	1	-	3	1	1	-	2
CO 2	3	1	-	3	2	1	-	2
CO 3	2	1	-	3	2	2	-	2
CO 4	3	1	-	2	2	2	-	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concept of Marketing	Basic concept of marketing functions	B.No.1/2/3
2			Marketing environment – Micro environment	B.No.1/2/3
3			Marketing environment – Macro environment	B.No.1/2/3
4			Introduction to Marketing Mix	B.No.1/2/3
5			Marketing Management Process	B.No.1/2/3
6			Case study 1	
Assignment: Prepare an assignment on marketing environment and marketing mix in detail with suitable examples?				
CO:1				
LO: Understanding Concept of Marketing function, environment, Process & Marketing Mix.				
7	2	Market Measurement Techniques	Concept of market measurement and forecasting	B.No.1/2/3
8			Market segmentation	B.No.1/2/3
9			Market targeting	B.No.1/2/3
10			Market Positioning	B.No.1/2/3
Presentation: Students are required to give power point presentations on different market forecasting techniques along with real examples.				
CO:2				
LO: Develops awareness about Forecasting Techniques & STP.				

11	3	Product Line Decisions, Product Mix	Product line decisions	B.No.1/2/3
12			New product development – meaning and concept	B.No.1/2/3/
13			Stages of new product development	B.No.1/2/3/
14			Branding – Meaning, nature and importance	B.No.1/2/3/
15			Packaging – meaning, objectives and functions	B.No.1/2/3/
16			Concept and Importance of product mix	B.No.1/2/3
17			Product life cycle	B.No.1/2/3
18			Price mix – concept and Functions	B.No.1/2/3
19			Pricing strategies under price mix	B.No.1/2/3

Assignment: Elaborate on the different stages of new product development? Also, throw light on different pricing strategies?

CO:3

LO: Enhanced Knowledge of Product Development, Branding, Packaging, Product Mix, pricing & PLC.

20	4	Distribution Channel management	Introduction of Place as a marketing mix	B.No.1/2/3
21			Concept of distribution channel and management.	B.No.1/2/3
22			Distribution channel management..contd	B.No.1/2/3
23			Location of warehouses	B.No.1/2/3
24			Location of warehouses...contd	B.No.1/2/3
25			Physical Distribution Management	B.No.1/2/3

CO:2,3				
LO: Awareness about Location & various Distribution Channels along with its management.				
26	5	Promotion of Products	Concept of Promotion Mix	B.No.1/2/3
27			Different promotion methods	B.No.1/2/3
28			Different Promotion methods...contd	B.No.1/2/3
29			Media Analysis and Promotion budget	B.No.1/2/3
30			Media effectiveness	B.No.1/2/3
31			Advertising <i>Case Study 2</i>	B.No.1/2/3
32			Objectives and functions of advertising	B.No.1/2/3
CO:4				
LO: Knowledge about; Promotion Methods, Media Analysis, Budget & Advertising.				

VI: Book References:

1. Philip Kotler (1999). Principles of Marketing Management, Prentice Hall of India, Millennium Education, New Delhi.
2. Jha and Singh, Marketing Management in Indian Perspective.
3. S.A. Sherlekar (1995). Marketing Management, Himalaya Publishing House, New Delhi.
4. Chunawalla S.A. and Sethi K.C. (1999), Foundation of Advertising: Theory & Practice, Himalaya Publishing House, New Delhi.
5. Rustom S Davare (1992). Modern Marketing Management, 7th Ed, New Delhi.

VII: Note:

1. There will be 8 unit wise class tests/assignments/presentations of equal weights.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Principles of Marketing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

**Rubrics for Internal Assessment For Principle of Marketing
BFT II Sem**

Goal : Students will understand and familiarize themselves with the basics of Business Administration.

Objective: For the students to understand and equip themselves with basic aspects of Business administration.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of modern marketing concepts, tools, and techniques, shows the abilities and skills required for the performance of marketing functions.	___% students shows high understandings about modern marketing concepts, tools, and techniques, shows reasonably good abilities and skills required for the performance of marketing functions.	___% students shows good understandings about modern marketing concepts, tools, and techniques, shows abilities and skills at some extant which required for the performance of marketing functions.	___% students relate very few concept of marketing and need improvements.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Financial Accounting**Session:** Jan-June**Class:** B.B.A(FT) II Sem**I: Objective of the course:**

The objective of this course is to help student acquire the ability to record business transactions according to modern methods of accounting and use of accounting data as an aid to decision making.

II: Examination: The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes(CO):

CO1. To acquaint student with the basic accounting concepts

CO2. To impart effective methodology to record business operation of an entity.

CO3. Demonstrate critical thinking skill to analyze financial statements of an enterprise.

CO4. Develop the ability to communicate accounting data of corporate sector effectively

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2								
CO 3				3	2			1
CO 4		2				1		

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Accounting Concepts	Meaning and definition of Accounting, Concepts of Accounting	B.N.1
2			Double Entry System of Recording Transactions.	B.N.1
CO:1				
LO: Develop systematic and scientific understanding of basic accounting concept and its scope.				
3	2	Recording of Transactions:	Recording of transactions in Journal-Types of Accounts and rules of recording transactions	B.N.1/5
4			Numerical Questions	B.N.1
5			Numerical Questions	B.N.1/5
6			Ledger- Numerical Questions	B.N.1
7			Numerical Questions	B.N.1/5
8			Test I	
9			Assignment I	
10			Cash Book, Petty cash Book	B.N.1
11			Sales Book, Purchase Book	B.N.1
12			Numerical Questions	B.N.1
13			Numerical Questions	B.N.1
14			Recording of Banking Transactions	
15			Bills of Exchange.	B.N.1/5
16			Preparation of Bank Reconciliation statement	B.N.1/5
17			Numerical Questions	B.N.1/5
18			Test II	B.N.1/5
CO:2				
LO: Methodology of recording business transaction in the framework of accounting structure.				

19	3	Preparation of Trial Balance	Trial balance	B.N.1/5
20			Numerical Questions	B.N.1/5
21			Trading ,Profit and Loss Account & balance sheet.	B.N.1/5
22			Numerical Questions	B.N.1/5
23			Numerical Questions	B.N.1/2
24			Numerical Questions	B.N.1/5
25			Depreciation and Reserves-Concept	B.N.1/5
26			Numerical Questions	B.N.1/5
27			Numerical Questions	B.N.1/2
CO:3				
LO: Develop skill to summarize and analyze final statements of the business.				
28	4	Company Accounts	Recording of Transactions in the books of Company -	B.N.1/5
29			Issue of Shares	B.N.1/5
30			Numerical Questions	B.N.1/5
31			Forfeiture &Reissue of shares,	B.N.1/5
32			Debentures and Loans	B.N.1/5
Assignment II				
CO:4				
LO: Overview of record company’s transaction related to capital structure.				

VI: Reference Book:

1. Shukla and Grewal, **Double Entry Book Keeping**.
2. R.R. Gupta, **Double Entry Book Keeping**.
3. Batliboi, J.R. **Double Entry Book Keeping**, Thirtieth Edition, The Standard Accountancy Publications Pvt. Ltd. Bombay.
4. R. R. Gupta, **Advanced Accountancy**.
5. Pickles, **Book Keeping**.
6. Lewis and Gillespie, **Foundations in Accounting**
7. P.C. Tulsian, Financial Accounting, Pearson, 2008.
8. S.N. Maheshwari and S. K. Maheshwari, A Text Book of Accounting for Management, New Delhi, Vikas Publishing House, 10th Edition, 2009.

VII: Note:

1. There will be 2 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Two class test will be conducted on practical aspect of subject.
4. Final assessment will be on following basis:

VIII : Rubrics for Internal Assessment For Financial Accounting**BFT II SEM**

Goal : Students will be able to prepare financial reports that provide information about a firm's performance to external parties such as investors, creditors, and tax authorities.

Objective: The objective of this course is to help student acquire the ability to record business transaction according to modern methods of accounting & use accounting data as an aid to decision making .

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the accounting concepts & conventions. Students were able to prepare various financial statement properly. They were outstanding in the comprehension of various financial instruments .	%.... students were accomplished and able to articulate some of them were able to understand the accounting concepts & conventions. Students were able to prepare various financial statement properly. Some of them were outstanding in the comprehension of various financial instruments .	%.... students fall in this criteria. They showed minimal knowledge of the financial accounting subject.	%.... student fall in this criteria. They all were not able to articulate understand the accounting concepts & conventions. Students were able to prepare various financial statement properly. None of them were able to comprehend various financial instruments .

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Global business Environment****Session: Jan-Jun****Class: BBA (FT) II Sem****I: Course Objective:**

The objective of the course is to familiarize the students with the environment factors which have profound impact on export business and explain how to adjust with changing macro-micro environmental situations.

II: Examination

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes(CO):

CO1. To show how international business is affected by the different types of environments (i.e. economic, political, social, cultural, financial, technological) in which it operates on micro and macro level.

CO2. To analyze trends and changes in the current global business environment and debate the impact of globalization on businesses particularly on business planning and marketing strategies.

CO3. To introduce students to the concept of euro currency, Balance of Payments and Transfer of Technology.

CO4. To discuss the relevance of international institutions, governments and nongovernmental organizations to international business; and to analyze multinational firms' responses to threats and opportunities in the global business environment.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		3		3	1		2
CO 2	1							
CO 3		2	3		1			
CO 4	3			2	2			2

Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Global Business Environment	Macro environment	BN.1,2,4
2			Micro environment	BN.1,4
3			Environmental changes	BN.1,2,4
4			Techniques for environmental analysis	BN.1,2
5			Strategic Management	BN.1,4
CO:1				
LO: To understand and analyze configurations of micro and macro environment of business that support cross-border trade.				
6	2	Global Environment	Global environment	BN.1,4
7			Political environment	BN.1,4
8			Economic environment	BN.1,2,4
9			Social and technological environment	BN.1,2,4
10			Commercial Policy of governments	BN.1,2,4
Assignment Submission				
CO:1,2				
LO: To Understand and analyse the global political, social, economic, technological and other global environmental factors particularly government policies towards business.				
11	3	Multinational Corporation	Challenges to MNC	BN.1,2,4
12			Problems of MNC	BN.1,2
13			Benefits of MNC	BN.1,4
14			Joint Ventures	BN.1,4
15			Liberalization	BN.1,2,4
16			Globalisation	BN.1,4
17			Foreign Direct Investment	BN.1,2,4
Assignment Submission				
CO:4				
LO: To apply an understanding of the nature of the multinational firm as an institutional structure for the conduct of cross-border trade and investment; particularly in the form of FDIs in the context of Liberalization and Globalization policies of the government.				
18	4	Globalisation	Globalisation	BN.1,2,4
19			Emergence of Global Marketing	BN.1,2,4
20			Business Planning	BN.1,2,4
21			Marketing Strategy	BN.1,2
22			Environmental Approach	BN.1,2,4

23			Marketing Segmentation on a global scale	BN.1,2,6
CO:2				
LO: Analyse the key decisions that multinational firms make in relation to the choice of markets and entry strategies in the context of engagement with international markets and explore the possibilities of marketing segmentation on a global scale.				
24	5	International Financial Markets	International Financial Markets	BN.1,2,4
25			Advantages & Disadvantages	BN.1,2,4
26			Trends in World trade	BN.1,2
27			Problems of developing countries	BN.1,2,4
28			Balance of Payments	BN.1,2
29			Euro Currency	BN.1,2,4
30			Transfer of Technology	BN.1,2,4
31			Class presentation	
32			Class presentation	
CO:3				
LO: To apply theoretical and practical insights to the analysis of trends in world trade and to understand the problems of developing nations in the context of world trade and also understand the concept to balance of payment and euro currency market.				

VI: Book recommended:

1. Awasthappa,K (2000). **Essentials of Business Environment** , Himalaya Publication ,New Delhi
2. Cherunilarn,F . (1999) . **Busines Environment** , Himalaya Publication
Eigth Edition.,New Delhi.
3. Chopra R, K ., **Busines Environment**.
4. Awasthappa , K . **Legal Environment of Business**
5. IIFT , **Government Trading in India and France**
6. Sherlekar, S.A **Marketing Segmentation**

VII: Note:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment**BFT II Sem****202: GLOBAL BUSINESS ENVIRONMENT**

Goal : Students will understand the significance and concepts of Global Business Environment

Objective: To study the environmental factors which have impact on export business and adjustments with changing micro and macro environment.

23-30 Marks	16-22 Marks	08-15 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the Global Business Environment fundamentals fully. Students had good understanding of concepts related to micro & macro environment, environmental analysis, MNC's,	%.... students are accomplished and able to articulate some perspectives of Global Business Environment. Students had an insight and awareness about some concepts related to micro & macro environment, environmental analysis, MNC's, FDI, Joint ventures,	%.... students are lacking in basic understanding of Global Business Environment concept. .	%.... students are not able to understand and grab the Global Business Environment fundamentals fully. Students need to develop understanding of concepts related to

FDI, Joint ventures, Liberalisation, Privatisation & Globalisation, Balance of payments, Euro Currency and latest market trends round the world.	Liberalisation, Privatisation & Globalisation, Balance of payments, Euro Currency.		micro & macro environment, environmental analysis, MNC's, FDI, Joint ventures, Liberalisation, Privatisation & Globalisation, Balance of payments, Euro Currency.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Foreign Language – German**Session:** Jan - June**Class:** BBA (Foreign Trade) - II Sem**I: Objective of course:** The objective of this subject is to help students to understand the basics German**II: Examination:** The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks.**III: Course Outcomes(CO):**

CO1 Enable student to understand the Culture, History Uses of foreign Language

CO2 Create ability in student to convert the English communication into Foreign Language

CO3 Enhance & Enrich students to apply their knowledge in writing reading and communicate verbally in Foreign Language

CO 4 Enable student to negotiate with a foreign Exporter & Importer.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

Course Outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
C01				3	1			
C02				3	3			
C03				3		2		1
C04				3	2	3		

V:Session Plan:

Lecture No.	Unit	Topic	Sub - Topics	Reference
1	1	Introduction to Germany	Introduction to Germany	Notes Provided by College
2			Introduction to Germany	Notes Provided by College
CO:1				
LO: Enable student to understand the Culture, History & brief about Foreign Language along with terminologies uses in foreign Language.				
3	2	Self-Introduction	Introduction	Notes Provided by College
4			Introduction	Notes Provided by College
5			Introduction	Notes Provided by College
6			Introduction	Notes Provided by College
7			Introduction	Notes Provided by College
8			Introduction	Notes Provided by College
9			Introduction	Notes Provided by College
CO:2				
LO: Enrich student with basic pleasantries and introduction of Foreign language along with translation of English Communication to Foreign Language.				
10	3	Timings	Timings	Notes Provided by College
11			Timings	Notes Provided by College
12			Timings	Notes Provided by College
CO:3				
LO: Develop the understanding of Verbs Article and Preposition & Student will be to make sentences by using them.				
13	4	Vocabulary	Vocab - Relations	Notes Provided by College
14			Vocab – Food Items	Notes Provided by College
15			Vocab – Days/Months/Colours	Notes Provided by College
CO:4				

LO: Enable student to communicate verbally in Foreign Language.				
16	5	Directions	Direction	Notes Provided by College
17			Direction	Notes Provided by College
18	6	Verbs	Verbs	Notes Provided by College
19			Verbs	Notes Provided by College
20			Verbs	Notes Provided by College
21			Verbs	Notes Provided by College
22			Verbs	Notes Provided by College
23	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
24			Letter Writing - Informal	Notes Provided by College
25	7	Letter Writing	Letter Writing - Vocab	Notes Provided by College
26			Letter Writing – Formal	Notes Provided by College
27	8	Preposition	Prepositions	Notes Provided by College
28			Prepositions	Notes Provided by College
29			Prepositions	Notes Provided by College
30	9	Trenbar Verbs	Trenbar Verbs	Notes Provided by College
31			Trenbar Verbs	Notes Provided by College
32			Trenbar Verbs	Notes Provided by College

VI: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII : Rubrics for Internal Assessment For Foreign Language –I**BFT II Sem**

Goal : Communicate effectively in a foreign language and interact in a culturally appropriate manner with native speakers of that language. Recognition of cultural values, practices, and heritage of the foreign country or countries studied.

Objective: Students achieve functional proficiency in listening, speaking, reading, and writing. Recognize culture-specific perspectives and values embedded in language behavior. Decode, analyze, and interpret authentic texts of different genres. Produce organized coherent discourse in oral and written modes.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%....students were outstanding and able to meet maximum knowledge of course contents and also having good Communication skills, Verbal Communication and Written Communication	%.... students were accomplished .They have good knowledge of Language in course Contents, they were well aware about Verbal Communication and Translation of English Communication in	%.... students fall in this criteria. They have lack of knowledge about all the content of subjects which include only little portion in Translation and Verbal communication skills.	%.... students fall in this criteria. They are not well aware about Foreign Language also lack of good communication skills another factors which includes they have less knowledge of Vocabulary, Translation and

skills.	Foreign Language.		Verbal Communication skills.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Economic & Commercial Geography****Session: Jan- Jun****Class: BFT II SEM**

I: Objective of the Course: The objective of this course is to acquaint the students to the economic and commercial situation prevailing in different nations of the world with whom India has trade relations or which could be emerging markets for export and import of goods

II: Examination: The faculty member will award marks out of a maximum of 30 marks (Internal Evaluation). The semester examination will be worth 70 Marks (External evaluation).

III: Course Outcomes(CO):

CO1 Students will able to know about major International Trade Routes.

CO2 Students will able to understand the geographic advantages of countries in international trade.

CO3 Students will be able to understand the economy of different countries

CO4 Students will be able to know about trade relations between countries.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	2	1					3	
CO2						3		
CO3			3	1				
CO4								3

V: Session Plan:

Lecture	Unit No.	Topic	Sub Topic	Reference
No.				
1	1	Physical geography	Physical geography of the world continents	B.N. 1,2
2			Africa	B.N. 1,2
3			North America	B.N. 1,2
4			South America	B.N. 1,2
5			Antarctica	B.N. 2,3
6			Europe	B.N. 2,3
7			Australia	B.N 5
8			Class test	B.N. 2,4
9			Latitudes/Longitudes	B.N. 2,4
10			Oceans of the world	B.N. 2,3
11			Atlantic Ocean	B.N. 3
12			Arctic Ocean	B.N 5
13			Indian Ocean	B.N. 3,4
14			Pacific Ocean	B.N. 3,4
15			Southern Ocean	B.N. 4
16			Trade routes	B.N 5
17	Group Presentation			

CO:1				
LO: Students will be able to understand about the strategic trade routes and continents of the world.				
18	2	Economic And Commercial Geography of Important Trading Nations	Asia & Australia Agriculture, Forest ,Mineral Resources	B.N. 3
19			Asia & Australia Industrial Infrastructure, ports	B.N. 3,4
20			Asia & Australia major items of export and import	B.N. 2,3
21			Africa Agriculture, Forest ,Mineral Resources	B.N. 2,3
22			Africa Industrial Infrastructure, ports	B.N. 4
23			Africa major items of export and import	B.N 5
24			America North and South Agriculture, Forest ,Mineral Resources	B.N 5
25			America North and South Industrial Infrastructure, ports	B.N. 3
26			America North and South major items of export and import	B.N 5
27			Canada, Europe Agriculture, Forest ,Mineral Resources	B.N. 3
28			Canada,Europe Industrial Infrastructure,ports	B.N. 4
29			Canada,Europe major items of export and import	B.N. 3

30	Assignment
31	Assignment
32	Group Presentation
CO:2,3	
LO: Students will be able to understand the trade relationship between different countries and strategic geographical location of the continent.	

VI: Book References:

- 1 Khanna K.K. and Gupta V.K (2001), Economic and Commercial Geography, Sultanchand& Sons, New Delhi
- 2 C.B. Mamoria, Economic and Commercial Geography, Sahitya Bhawan
- 3 J.W. Alexander, Economic Geography, Prantice Hall
- 4 "L.D. Stamp, Commercial Geography, Longman.
- 5 A. Loesch, Economic Location, Yale University

VII: Note

- 1 There will be 2 group major assignment . Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII :Rubrics for Internal Assessment**BFT II Sem****204: ECONOMIC AND COMMERCIAL GEOGRAPHY**

Goal : Students will understand the significance and concepts of Economic and Commercial Geography

Objective: To develop conceptual clarity about economic and commercial situation prevailing in different nations of the world and to identify the emerging markets for exports and imports of goods

23-30 Marks	16-22 Marks	08-15 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the Global Business Environment fundamentals fully. Students had good understanding of concepts related to physical (Longitudes, Latitudes, Oceans, trade routes), economic and commercial geography of important trading nations of the world .	%.... students are accomplished and able to articulate some perspectives of Export Pricing & Product Planning . Students had an insight and awareness about some concepts related to physical, economic and commercial geography of important trading nations of the world.	%.... students are lacking in basic understanding of Economic and Commercial Geography concept .	%.... students are not able to understand and grab the Economic and Commercial Geography fundamentals fully. Students need to develop understanding of concepts related to physical (Longitudes, Latitudes, Oceans, trade routes), economic and commercial geography of important trading nations of the world .

IX : Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE
Lesson Plan

Subject: Export Import Policies and Authorities

Session: Jan - Jun

Class: BBA (Foreign Trade) – III Sem

I Course Objective: The objective of this course is to explain to the student the role of foreign exchange, effects of exchange fluctuations, and exchange control regulations in relation to foreign trade.

II Examination Scheme: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III Course Outcome:

- CO 1.** Acquaintance with the basic concepts and terminologies of foreign trade
- CO 2.** Develop the economic perspective with foreign trade knowledge.
- CO 3.** Understanding the role and functions of foreign exchange and its related institutions.
- CO 4.** Assisting in learning the various effects of exchange fluctuations and control

IV PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	2	2			2	3	2
CO2	2	2	3	2	1		2	
CO3	3		3			2		2
CO4	2		3	1	2	2		2

V Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Export Import Policy	Historical Review	B.N. 2, 3
2			Historical Review	B.N. 2, 3
3			Current Export- Import Policies of the Govt. of India	B.N. 2, 3
4			Current Export- Import Policies of	B.N. 2, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			the Govt. of India	
5			Current Export- Import Policies of the Govt. of India	B.N. 2, 3
6			Implications	B.N. 2, 3
Assignment				
CO :1,2				
LO 1: Knowing the meaning and features Foreign Trade Policy along with its historical preview and current Implications				
7	2	Export Import Licensing	Export Import Licensing	B.N. 2, 4
8			Export Import Licensing	B.N. 1, 2
9			Policy	B.N. 1, 2
10			Procedure	B.N. 3
11			Procedure	B.N. 2, 4
Assignment: Group Presentation				
CO : 2,4				
LO 2: It develops understanding among the students about the Export Import Licensing policies and procedures.				
12	3	Government Authorities	Department of Commerce	B.N. 1, 2
14			CCI & E	B.N. 2, 3
15			Cabinet Committee	B.N. 2, 3
16			Board of zonal advisory committee	B.N. 2, 3
17			State Govt. Liaison Officers	B.N. 2, 3
18			Surprise Test	B.N. 2, 3
CO : 3				
LO 3 : Knowing the roles and functions of various Government Authorities of India related to foreign trade				
19	4	Commodity Organizations	Export Promotion councils	B.N. 3, 4
20			Commodity Boards	B.N. 3, 4
21			TDA, ECGC	B.N. 3, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
22			Trade Fair Authority	B. N. 3, 4
23			FIEO	B.N. 3, 4
24			EXIM Bank	B.N. 3, 4
25			EXIM Bank	B.N. 3, 4
26			DGCI & S	B.N. 3, 4
27			STC	B.N. 3, 4
28			MMTC	B.N. 3, 4
CO : 3				
LO 4 : Understand the different activities of commodity organization related to foreign trade of India				
29	5	Other committees and agencies	Drawback Committee	B.N. 2, 3
30			Freight Investigation Bureau, Railway Freight Committee	B.N. 2, 3
31			RBI, Customs and Central Excise Department	B.N. 2, 3
32			Central Warehousing Corporation	B.N. 2, 3
CO : 3				
LO: 5 Develop an understanding the provisions of the other committees and agencies of India.				

VI Book References:

1. Varshney . R. L and Bhattacharya, (1996) International Marketing Management : An Indian Perspective, New Delhi, Ninth Edition. Sultan and Chand
2. Rathore, B.S. and Rathore, J.S. (1997), Export Marketing, Himalaya Publising House, New Delhi.
3. Verma and Agrawal Foreign Trade Management
4. Verma . M. L. (1998) Foreign Trade Management in India, New Delhi, Vikas Publishing House Pvt. Ltd.

VII Note:

1. There will be 5 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size of 4, each group will be given separate topics for to discuss and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubrics for Internal Assessment For Export -Import Policy & Authorities**BFT III SEM**

Goal : The main goal of the course is to provide deep insight about the policies framed by Export Import authorities.

Objective: The Objective of this course is to familiarize the students with export-import policy of the government of India and to Inform him about various authorities of the government ,export organization, commodity ,boards & service institutions operation in the field of foreign trade.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the Export import Policy. Students were also able to understand the procedure of getting license of export & import. They were also able to understand the various authorities and agencies which are involved in handling Export Import procedure.	%.... students were accomplished and some of them were able to understand policies & authorities involved in the procedure of export import . Some of them also able to understand the procedure of Export License & Import License.	%.... students fall in this criteria. They showed minimal knowledge of the Export Import policies and authorities.	%.... student fall in this criteria. They all were not able to understand policies & authorities involved in the procedure of export & import Some of the were also not able to understand the procedure of Export License & Import License

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH
(IBMR), INDORE**

Lesson Plan

Subject: Export Procedure and Documentation
Jul-Dec

Session:

Class: BFT (III) Sem

I: Objective of course: The course aims at imparting thorough grounding to students about the intricacies and complexities of export procedural formalities and related documentary requirements for conducting export business smoothly.

II: Examination: The faculty member will award internal marks out of 30. The semester examination carrying 70 marks. There will be 8 questions in the examination out of which students will be required to attempt any five questions

III: Course Outcomes(CO):

CO1 To study the export procedure and formalities in India.

CO2 To understand the foreign trade policy of India.

CO3 To study the need and significance of export documentation in India.

CO4 To examine the various export related documents required at the time of export.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3		2					
CO2		2					1	
CO3					3			
CO4					3			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Significance of Export Documents	Introduction of Export Documents	B.N. 1, B.N. 3
2			Significance of Export Documents	B.N. 1, B.N. 3
3			Types of Export Documents	B.N. 1, B.N. 3
4			Trade Documents	B.N. 1, B.N. 3
5			Regulatory Documents	B.N. 1, B.N. 3
6			Export Assistance	B.N. 1, B.N. 3
7			Documents	B.N. 1, B.N. 3
8			Foreign Documents	B.N. 1, B.N. 3
A-1. First assignment, Submission within 3 days				
CO:1				
LO: To learn significance of export documents in foreign trade.				
9	2	Export Documents	Export Documents	B.N. 4, B.N. 5
10			Master Documents	B.N. 4, B.N. 5
11			Master Documents	B.N. 4, B.N. 5

12			One -Run Method	B.N. 4, B.N. 5
13			Principal Documents	B.N. 4, B.N. 5
14			Auxiliary Documents	B.N. 4, B.N. 5
CO:3				
LO: To know the various master documents to be prepared for exports.				
15			Export Procedure	B.N. 2, B.N. 3
16	3	Export Procedure	Steps of export Procedure	B.N. 2, B.N. 3
A-2. Presentations				
17			Steps of export Procedure	B.N. 2, B.N. 3
18			New Exim Policy	B.N. 2, B.N. 3
19			New Exim Policy	B.N. 2, B.N. 3
20			Simplification of Export Procedure	B.N. 2, B.N. 3
21			Banking Procedure of Export Documents	B.N. 2, B.N. 3
A-3. Assignment, Submission within 3 days				
CO:2				
LO: To get the knowledge of export procedure and foreign trade policy.				

22	4	Banking Procedure of Export Documents	Banking Procedure of Export Documents	B.N. 4, B.N. 5
23			Bill of Lading	B.N. 4, B.N. 5
24			Bill of exchange	B.N. 4, B.N. 5
A-4. Group assignment, Submission within 7 days				
25			Bill of exchange	B.N. 4, B.N. 5
26			Certificate of Origin	B.N. 4, B.N. 5
27			Marine Insurance Policy	B.N. 4, B.N. 5
28			Marine Insurance Policy	B.N. 4, B.N. 5
A-5. Group presentations				
29			Marine Insurance Policy	B.N. 4, B.N. 5
30			Letter of Credit	B.N. 4, B.N. 5
31			Letter of Credit	B.N. 4, B.N. 5
32			GR-1 Form	B.N. 4, B.N. 5
A-6. Class test				
CO:3,4				
LO: To understand the banking procedure of export documents.				

VI Book References :

1. Handbook or Export Procedure , Ministry of Commerce , Govt of India.
2. Standard Export Documents , Federation of India Export Organization.
3. Sharma, R, Export Management
4. Rathore B.S and Rathore J.S . Export Marketing , New Delhi, Himalaya publishing house.
5. Jain N.K (2001) . How to Export . New Delhi, A Nabhi Publicaton.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class performance and discipline will be an important factor for assessing internal marks.
3. There will be 3 major tests based on the theory aspects of the subjects.
4. Attendance will be a major factor for assessing class performance.

**VIII : Rubrics for Internal Assessment For Export Procedure & Documentation
BFT III SEM**

Goal : The main objective of the course is to provide the needed knowledge and skills in the field of export procedure & documentation.

Objective: The course aims at imparting thorough grounding to the students about the intricacies and complexities of the export procedural formalities & related documentary requirements for the conducting export business smoothly.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the procedure & documentation required in export field. Students were able to prepare the documents step wise step as required in export procedure. Students were also	%.... students were accomplished and some of them were able to understand procedure & documentation required in export field. Some Students were understand the step wise step procedural documents . Some of	%.... students fall in this criteria. They showed minimal knowledge of the Export Procedure & documentati	%.... student fall in this criteria. They all were not able to to understand the procedure & documentation required in Export .Some of the were also able to understand the various terminologies used in Export Procedure, But they were not

understand banking procedure of export documents with respect to Bill of exchange Marine insurance policy letter of credit etc.	they were also understand banking procedure of export documents with respect to Bill of exchange Marine insurance policy letter of credit etc.	ons.	outstanding in the understanding the banking procedure of export documents with respect to Bill of exchange Marine insurance policy letter of credit etc.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** FOREIGN TRADE INFORMATION SYSTEM**Session:** July - Dec**Class:** BFT III Sem

I: Objective of course: The objective of this course is to equip the students with a clear understanding of latest techniques of Management Information System and application in export-import business.

II: Examination: The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks having theory and cases/practical problems.

III: Course Outcomes(CO):

CO 1: To understand the applications of management information system in Business operations

CO2: To understand the applications of MIS in import-export Business

CO3: To study the planning, designing and implementation process of Management Information System

C04: To understand the role of Decision Support System in Managerial Decision Making.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		1			1			
CO2	1	2	3					
CO3							2	
CO4				3				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Information Systems	Introduction to System concept	B.N. 2
2			Types of System	B.N. 2
3			Information systems and their use	B.N. 2
4			Types of Information System	B.N. 2
5			Organizational hierarchy based systems	B.N. 2
6			Transaction processing system, Office Automation System	B.N. 2
7			Objective and Role of MIS	B.N. 2
A-1. First assignment				
CO:1				
LO: To understand the concepts of management information system (MIS).				
8	2	Planning of MIS	Planning, types of planning	B.N. 2
9			Process of planning	B.N. 2
10			Designing of MIS for Marketing	B.N. 2
11			Designing of MIS for Finance	B.N. 2
12			Designing of MIS for Foreign trade	B.N. 2

13			Designing of MIS for Marketing	B.N. 2
14			Designing of MIS for Personnel	B.N. 2
15			Decision and types of Decisions	B.N. 2
16			Decision Support System, Components of DSS	B.N. 2
A-2. Second assignment				
CO:3				
LO: To understand the planning and designing process of (MIS).				
17			Process of Implementation of MIS	B.N. 2
18			Types of Implementation	B.N. 2
19	3	Implementing MIS	Converting Manual to computerized system	B.N. 2
20			Cost Benefit Analysis	B.N. 2
21			Problems in Implementation	B.N. 2
A-3. Group assignment				
CO:3				
LO: To understand the implementation process of MIS.				
22	4	Office Automation	Introduction to Computer hardware	B.N. 4
23			Software, Types of software	B.N. 4

24			Office automation	B.N. 4
25			Devices used in office automation	B.N. 4
26			Advantages of using Office Automation	B.N. 4
A-4. Presentations				
CO:4				
LO: To understand concepts of office automation information system.				
27	5	Latest trends in MIS	Expert Systems	B.N. 2
28			Knowledge systems	B.N. 2
29			Foreign trade information system	B.N. 2
30			Softwares used in Foreign trade	B.N. 2
31			Latest trends in MIS	B.N. 2
32			Applications and features of foreign trade information system	B.N. 2
A-5. Class Test				
CO:2,4				
LO: To understand the future trends of MIS related to foreign trade.				

VI: Book Reference:

1. Anthony, and Govindarajan, R. N. **Management Control System**
2. O'brien, James, Management Information System (SIE), 9e TMH 2009
3. Jawadekar Waman, Management Information Systems: Text & Cases, 4e TMH 2009
4. Sinha & Sinha, Computer Fundamentals, BPB publications.

VII: Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.

4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII : Rubrics for Internal Assessment For Foreign Trade Information System BFT III Sem

Goal : Student will understand Information technology system in management which also include Export Import System

Objective: Students will understand the role of Information System in Decision support system as well as Problem implementation of MIS system

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%....students were outstanding and having excellent knowledge about maximum contents on Management Information system which also include the role and implementation of various categories of MIS.	%.... students were accomplished .They have good knowledge about MIS System in Foreign trade and also aware about Problem of Implementation of MIS Systems.	%.... students fall in this criteria. They have not covered all the content of various topics which includes Planning Designing of MIS System in Export Import and Foreign Trade system.	%.... students fall in this criteria. They haven't understood well about Foreign trade system and the role and implementation of Information flow in various categories of Management Information Systems.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Import Finance****Session: July – Dec.****Class: BFT - III Sem**

I: Objective of course: The course focuses on the acquisition of information about the need about sources of finance for importers.

II: Examination: The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks.

III: Course Outcomes(CO):

CO1. To Comply with Trade and Exchange regulations relating to Imports.

CO 2. To Know the procedure for getting LOC (letter of credit) open for imports

CO 3. Knowledge of short and medium term finance and finance by government agencies

CO 4. To recognize the sources of financing imports

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			1				
CO 2		1	3		2			
CO 3			2				1	
CO 4								

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Import Finance				
1	1	Payment of Imports	Bills Received Under a Letter of Credit	B.N. 7
2	1			
3	1		Foreign Inward Bills for Collection	B.N. 7
4	1		Import Trust Receipts and Deferred Payment Imports	
5	1		Cash in Advance and Open Account	
CO:1,2				
LO: Student will understand different payment modes for Foreign Trade.				
6	2	Short Term Finance	Bankers Acceptance and Discounting Trade Draft	B.N. 7
7	2			
8	2		With Recourse and Without Recourse Factoring	B.N. 7
9	2			B.N. 7
10	2			
CO:3				
LO: Acquaint with short term sources of finance for imports.				
11	3	Medium Term Finance	Forfeiting	B.N. 7
12	3			
13	3		Promissory Notes	B.N. 7
14	3		Commercial Banks	B.N. 7
15	3			
16	3		The World Bank Group : IBRD, IFC, IDA, Regional Development Banks	B.N. 7
17	3			

18	3		The World Bank Group : IBRD, IFC, IDA, Regional Development Banks	
19	3			
20	Class Test			
21	Presentations			
CO:3				
LO: Acquaint with medium term sources of finance for imports.				
22	4	Finance by Government	Export- Import Bank	B.N. 1
23				B.N. 1
24				B.N. 1
25				
26	Class Test			
27	Presentation			
CO:4				
LO: Knowledge of finance by Government agencies.				
28	5	Exchange Control Regulation	Foreign Currency Loans	B.N. 7
29				B.N. 7
30				
31				B.N. 7
32	Presentations			
A-1., Submission within 5 days				
Class test				
CO:4				
LO: Understanding of Exchange control regulations.				

VI: BOOK REFERENCE:

1. Rathore. B & Rathore S (1997) Export Marketing, Himalaya Publishing House.
2. Michale, VP (2001) Communication and Research for Management, Himalaya Publishing House.
3. Murphy, Effective Business Communication
4. Sigband, Norman, Communication for Business and Management.
5. Rai, V.S & Rai, S.M Business Communication.

VII: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII : Rubrics for Internal Assessment For Import Finance

BFT III Sem

Goal : Students will understand the requirement of need of finance and sources of finance for the importers.

Objective: Students have conceptual understanding of core concepts of import financing, various types of trade finance instruments and services available for importers and how to use them for financing for import transactions.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the trade and exchange control regulations related to import transactions in India. They demonstrated an in depth understanding of the terms of payment in imports, various trade finance instruments and services available to importers and the role of banking agencies specifically EXIM Bank in Export Financing.	%.... students were accomplished and able to demonstrate understanding of key terminologies related to import financing. They demonstrated an understanding of terms of payment of import finance and short terms and medium term financing option available to the importers.	%.... students fall in this criteria. They showed minimal knowledge of the subject. They were able to describe basics of import finance and demonstrate a only basic awareness of financing options in managing import finance.	%.... student fall in this criteria. They all were not able to identify and/or understand the core concepts of import finance, terms of payment, source of financing imports and/or the role of EXIM bank in Import Financing.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Import Management****Session: Jul – Dec****Class: BBA (FT) III Sem****I: Course Objective:**

The course aims at providing thorough grounding to the students about intricacies and complicates of the import procedural formalities of incidental documentary requirements for conducting import trade.

II: Examination

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes(CO):

CO1. Thorough understanding of intricacies of import procedural formalities of documentary requirements for conducting import trade.

CO2. Gain knowledge about cost incurred in importing and its fullest exploitation to gain maximum profit.

CO3. Enable participants to develop knowledge and skills needed in choice of transport and marine insurance

CO4. Identification and development of alternative procurement channels to make import procuring an easy and profitable process

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1					3			
CO2	2							
CO3			2					
CO4			1					

V Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Import Procedures & Documentation	Import Procedure	BN.1,2
2			Documentation	BN.1,2
3			Documentation	BN.1,3,4
4			Import Regulation	BN.1,2
6			Import Regulation	BN.1,3
7			Import Policy	BN.1,2
8			Procedures	BN.1,2,5
9			Procedures	BN.1,3
10			Documentation	BN.1,2
Assignment Submission				
CO:1				
LO: Understanding about documentary formalities and procedural formalities for conducting import trade.				
11	2	Import Procurement	Import Procurement	BN.1,3
12			Global Tendering	BN.1,3
13			Negotiated Procurement	BN.1,2
14			Long-Term Contracting	BN.1,3
15			Import Negotiations	BN.1,3
16			Import Negotiations	BN.1,2
17			Purchase Contract	BN.1,3
18			Custom-Clearance	BN.1,2
19			Import Under Counter Trade	BN.1,2
Assignment Submission				
CO:4				
LO: Identification of different sources for import procurement and understanding of the process to clear it from customs.				
20	3	Import Logistics	Import Logistics	BN.1,2
21			Choice of Transport	BN.1,2
22			Choice of Transport	BN.1,2,
23			Cost-Benefits Analysis.	BN.1,2,4
Assignment Submission				
CO:2				

LO: Understanding of various modes of transport available for import trade and its cost benefit analysis.				
24	4	Risk Management	Risk Management,	BN.1,3
25			Transportation	BN.1,2,4
26			Transactional Exposure Risks	BN.1,2,4
27			Insurance.	BN.1,2
28			Class presentation	
29			Class presentation	
30			Class presentation	
31			Class presentation	
32			Class presentation	
CO:3				
LO: Understanding of different exposure risks and its insurance to cover it.				

VI: Book recommended:

1. Verma, M.L. (1988). Foreign Trade Management in India. New Delhi, Vikas Publishing House Pvt. Ltd.
2. Varshney, R. L. and Bhattacharya, (1996). International Marketing Management: An Indian Perspective. New Delhi, Ninth Edition. Sultan Chand and Sons.
3. Jain, N.K. (2001). How to Import. New Delhi, A Nabhi Publication.
4. Prabhakar Rao, International Business.
5. Devendra Thakur, International Business.
6. Govt. of India Exim Policy.

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubrics for Internal Assessment For Import Management**BFT III SEM**

Goal : The main objective of the course is to provide the needed knowledge and skills in the import field to the students

Objective: The course aims at providing thorough grounding to the students about intricacies & complicates of the import procedural formalities of incidental documentary requirement for conducting import trade .

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	.Students	.Students	.Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the procedure & documentation required in import. Students were able to understand the various terminologies used in import management .They were outstanding in the managing the risks involved in import .	%.... students were accomplished and some of them were able to understand the procedure & documentation required in import . Students were able to prepare reports on import management. Some of them were outstanding in the managing the risks involved in import .	%.... students fall in this criteria. They showed minimal knowledge of the Import management subject	%.... student fall in this criteria. They all were not able to understand the procedure & documentation required in import. Students were also able to understand the various terminologies used in import management .They were not outstanding in the managing the risks involved in import .

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Export Finance**Session:** July-December**Class:** BBA (Foreign Trade) III Sem**I: Objective of the Course:** To Focus on the acquisition of information about need and finance for exporters.**II: Examination:** The faculty member will award marks out of a maximum of 30 marks (Internal Evaluation). The semester examination will be worth 70 Marks (External evaluation).**III: Course Outcomes(CO):**

CO1 Define key terminology related to export finance

CO2 Illustrate the applicability of financing for specific business or transactions.

CO3 Identify and understand all the key elements of a pre-shipment and post-shipment finance.

CO4 Identify the problems related to export finance.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2		2						
CO 3			3					
CO 4		3						

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Terms of Payment	Payment in Advance	B.N. 2,3
2			Open Accounts	B.N. 2,3
3			Documentary Bills	B.N. 2
4			Documentary Credit Under L/C Consignment Basis	B.N. 2
5			Documentary Credit Under L/C Consignment Basis	B.N. 2
6		Class Test		
7		First Group Presentation		
A1 First Assignment Submission within 3 Days				
CO:1				
LO: A strategic perspective on the payment and trade instruments of advanced international trade.				
8	2	Sources of Finance	Short Term Sources of Finance	B.N.3,4
9			Medium Term Sources of Finance	B.N.3,4
10			Long Term Sources of Finance	B.N.3,4
11			Finance Schemes and Procedures	B.N.3,4
12		Class Test		
A2 Second Assignment Submission within 3 Days				
CO:2				
LO: Identify and describe documentary requirements of short term , medium term and long-term financing.				

13	3	Pre-Shipment Finance	Pre-Shipment Credit by Commercial Bank	B.N.1,3,4
14			EXIM Bank Scheme	B.N.1,3,4
5			Scheme for Sub-Suppliers	B.N.1,3,4
16			Scheme for Deemed Exporters	B.N.1,3,4
17			PCFC	B.N.1,3,4
18		Second Group Presentation		
19		Class Test		
A3 Third Assignment Submission within 3 Days				
CO:3				
LO: Defining and implementing pre-shipment, packing finance and other financial compliances.				
20	4	Post-Shipment Finance in Indian Currency	Purchase of Export Bills	B.N.1,3,5
21			Goods Sent on Consignment	
22			Undrawn Balance	B.N.1,3,5
23			Retention Money	B.N.1,3,5
24			Claims of Duty Drawbacks	B.N.1,3,5
25			Negotiation of Exports Documents Draw Under L/C	B.N.1,3,5
26			External Commercial Borrowings	B.N.1,3,5

27		Class Test		
28		Group Presentation		
CO:3				
LO: Describe the importance of post shipment finance and its compliances in international trade.				
29	5	EXIM Bank Finance	Forfeiting Finance	B.N.1,3,5
30			Problems of Export Finance	B.N.1,3,5
31		Class Test		
32		Group Presentation		
CO:4				
LO: Demonstrate an understanding of export bank finance arrangements and also discuss the problems which affect export finance.				

VI: Reference Books:

1. Witting D.P., **Finance of International Trade**
2. Kettle, Brain, **Finance of International Business**
3. Jeevannadam, C. (2003). **Foreign Exchange and Risk Management**. New Delhi
4. Jain, N.K. (2001) **How to Export**. New Delhi, A Nabhi Publication
5. Sharma, R. **Export Management**.

VII: Note:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach Import Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

Rubrics for Internal Assessment For Export Finance BFT III Sem

Goal : Students will understand the requirement of need of finance and sources of finance for the exporters.

Objective: Students have conceptual understanding of core concepts of export financing, various types of trade finance instruments and services available for exporters and how to use them for financing for export transactions.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.....Students	.....Students	.....Students	.....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the core concepts and key terminologies of export financing. They were able to demonstrate an in depth understanding of various trade finance instruments and services available to exporters. They were able to describe the key elements of a pre-shipment and post-shipment finance and describe the understanding of the documentary compliance requirements in export transactions. They demonstrated an understanding of Role of EXIM Bank in Export Financing. They were able to identify the	%.... students were accomplished and able to demonstrate understanding of key terminologies of export financing. They demonstrated an understanding of terms of payment of export financing and key elements of a pre-shipment and post-shipment finance and other financial compliances.	%.... students fall in this criteria. They showed minimal knowledge of the subject. They were able to describe basics of export finance and demonstrate a basic awareness of financing options in managing export finance.	%.... student fall in this criteria. They all were not able to identify and/or understand the core concept of export finance, terms of payment, Features of pre-shipment and post-shipment finance and role of EXIM bank in Export Financing.

relationship between advantage, risk and problems associated the various trade finance instruments for export finance.			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Global Business Laws & Taxation**Session:** Jan.-June**Class:** B.B.A (Foreign Trade) IV Sem**I: Objective of the course:**

The objective of this course is to offer an opportunity to the student to understand the basic legal framework under which export and import business is conducted. The students are expected to know only those provisions of law which affect the international trade.

II: Examination:

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks.

III: Course Outcomes(CO):

CO 1: To demonstrate an understanding of the Legal Environment in which the export and import business function.

CO2. To identify laws, conditions and regulations that impact business in national and international work environments.

CO 3: To understand various modes of dispute resolution in business transactions.

CO 4: Identify and discuss the legal implications of business decisions and application of basic legal knowledge to business transactions.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2						3
CO 2							2	3
CO 3							2	3
CO 4								3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	I	Legal Environment	Legal Environment – Introduction, Need of Legal system	Study Material
2			Multiplicity of Legal Environment	Study Material
3			Jurisdiction in International Business Disputes	Study Material
4			Legal Recourse in Resolving Disputes - Conciliation	Study Material
5			Legal Recourse in Resolving Disputes - Arbitration	Study Material
6			Legal Recourse in Resolving Disputes - Litigation	Study Material
CO:1				
LO: Develop an understanding of the various modes of dispute resolution in business transactions in national and international context.				
7	II	Commercial Laws within the Country	Contract Act	B.N.1/ Study Material/Bare Act
8			Contract Act	B.N.1/ Study Material/Bare Act
9			The Sale of Goods Act	B.N.1/ Study Material/Bare Act
10			The Sale of Goods Act	B.N.1/ Study Material/Bare Act
11			Arbitration Act	B.N.1/ Study Material/Bare Act
12			Patents & Trademark Act	Study Material/ Bare Act
13			Patents & Trademark Act	Study Material/ Bare Act
14			Contract of Affreightment	Study Material/ Bare Act
15			Insurance Laws	Study Material/ Bare Act
16			Foreign Trade (Development and Regulation Act) Act, 1992	Study Material/ Bare Act
17			MRTP (Monopolies and Restrictive Trade Practices) Act	Study Material/ Bare Act
18			Foreign Exchange Regulation Act, 1973.	Study Material/ Bare Act

Assignment No.1				
CO:2				
LO: Develop an understanding of major economic and commercial laws that have bearing on conduct of business in India.				
19	III	U.S. laws Applicable in Host Countries	Foreign Corrupt Practices Act	Study Material/ Bare Act
20			National Security Laws	Study Material/ Bare Act
21			Anti Trust Laws	Study Material/ Bare Act
22			Antiboycott Laws	Study Material/ Bare Act
23			Protection of Intellectual Property Rights	Study Material/ Bare Act
24			Laws of Other Countries relating to: <ul style="list-style-type: none">Export Sales ContractConsultancy Service Contract	Study Material
25			Laws of Other Countries relating to: <ul style="list-style-type: none">Project Export ContractProduct Liability Laws	Study Material
CO:3				
LO: Understand the foundational information about the U.S. legal system, its applicability in host countries and their impact on business and acquire knowledge of terminology and concepts of laws of other countries relating to various business contracts.				
26	IV	Taxation Laws	Laws Relating to Customs	Study Material/ Bare Act
27			Laws Relating to Income Tax	Study Material/ Bare Act
28			Laws Relating to Income Tax	Study Material/ Bare Act
29			Avoidance of Double Taxation Agreements	Study Material/ Bare Act
Assignment No.2				
CO:2,3				
LO: Develop knowledge about various provisions of Custom and Tax laws which affect international trade.				
30	V	Bribery	Over Billing & Under Billing	Study Material
31			Gray Markets	Study Material
32			Green Marketing Legislation	Study Material
CO:4				
LO: Understand the concept of bribery, grey market and green marketing legislation.				

VI: Reference Book:

1. M.C. Kuchhal & Vivek Kuchhal, Business Legislation for Management, 4th edition, Vikas Publishing House, 2013.
2. BARE ACT of the abovementioned topics.

VII: Note:

1. There will be 2 class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Global Business Laws & Taxation
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

**Rubrics for Internal Assessment For Global Business Laws and Taxation
BFT IV Sem**

Goal : After the completion of the subject students will be able to understand an overview about the legal environment and the intricacies involved in international trade.

Objective: The purpose of this course is to offer an opportunity to the student to understand the basic legal framework under which export and import business is conducted. The Students are expected to know only those provision of laws which affect international trade.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the legal environment of international trade. Students provide a good insight of commercial laws of outside countries as well as within the country. Students were able to articulate taxation laws related to customs' and income tax.	%.... students were accomplished and able to articulate some understanding of the legal environment of international trade. Some of the students provide a fare insight of commercial laws of outside countries as well as within the country. Some students were able to articulate taxation laws related to customs and income tax.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate any of perspectives of the legal environment of international trade. None of the students provide a fare insight of commercial laws of outside countries as well as within the country.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Quality Control, TQM, AND ISO-9000**Session:** January-June**Class:** BBA (Foreign Trade) IV Sem

I: Objective of the Course: The objective of the course is to highlight the significant of quality of the product exported as quality gives edge to the exporter in a competitive international market.

II: Examination: The faculty member will award marks out of a maximum of 30 marks (Internal Evaluation). The semester examination will be worth 70 Marks (External evaluation).

III: Course Outcomes(CO):

CO1. Students will be able to implement the basic principles of TQM in manufacturing and service based organization with context of Export and Import.

CO 2. Identify the key aspects of the quality of export goods with appropriate tools and techniques for controlling, improving and measuring quality.

CO 3. Understand Legal provisions of Quality Control and Inspection Act, 1963.

CO 4. Will be able to evaluate the need of quality in terms of ISO 9000.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							1
CO 2			3		1			
CO 3		3				1		
CO 4				2			1	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Quality Control in Exports	Introduction to Need for Quality Control in Exports	B.N.1,3
2			Need for Quality Control in Exports	B.N.1,3
3		Class Test		
4		First Group Presentation		
A1 First Assignment Submission within 3 Days				
CO:1				
LO: Able to understand the need of Quality control in Exports.				
5	2	Procedure of Quality Control	Introduction to Procedure of Quality Control	B.N.1,3
6			Procedure of Quality Control	B.N.1,3
7			Commodities covered under the quality control and pre-shipment inspection	B.N.1,3
8			Commodities covered under the quality control and pre-shipment inspection	B.N.1,3
9			Export Inspection Council	B.N.1,3
10			Quality Standards for Exports	B.N.1,3
11			System of Inspection	B.N.1,3
12			Pilot Test House	B.N.1,3
13			Voluntary Inspection	B.N.1,3
14			Fee for Inspection	B.N.1,3
15			Export Worthy Certificate	B.N.1,3

16			Procedure for Handling Complaints	B.N.1,3
17			Procedure for Handling Complaints	B.N.1,3
18			Second Group Presentation	
19			Class Test	
A2Second Assignment Submission within 3 Days				
CO:2				
LO: Students will be able to understand the procedure of quality control in exports including certificate.				
20	3	Legal Provisions	Legal Provisions Regarding Quality Control	B.N.2
21			Export (Quality Control And Inspection) Act 1963	
22			Export (Quality Control And Inspection) Act 1963	B.N.2
23			Quality Control as per New EXIM policy	B.N.2
24			Quality Control as per New EXIM policy	B.N.2
25		Class Test		
26		Group Presentation		
CO:3				
LO: Students will learn about the legal procedure Quality Control and Inspection act 1963.				
27	4	TQM	Introduction to TQM	B.N.1,3,5
28		Class Test		
29		Group Presentation		

CO:1				
LO: Students will be able to know about various parameters of Total Quality Management.				
30	5	ISO-9000	Introduction to ISO-900	B.N.2
31		Class Test		
32		Group Presentation		
CO:4				
LO: Students will learn all aspects of ISO 9000.				

VI: Reference Books:

1. J.M Juran, Quality Assurance.
2. UNCTAD/WTO, ISO-9000 Quality Management Systems
3. M. Mahajan, Statistical Quality Control.
4. E.L. And Leavenworth, R.S. (1998). Grant, Statistical Quality Control/ McGraw Hill, Inc, New York.
5. D.L. Shah, Continuous Quality Improvement (Part I & II)
- 6.

VII: Note:

1. There will be 4 class tests/assignments/presentations of equal weightage.
2. There will be group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach Import Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubrics for Internal Assessment**Subject-Quality Control, TQM, And ISO-9000****BBA FT IV Sem**

Goal : Students should understand the significance of quality of the product in competitive international market.

Objective: To Understand how company's success in being competitive in global markets depends on the quality of products and services exported

20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students have high conceptual understanding of the need of quality control in foreign trade specially export. Students are having sufficient knowledge of quality control procedure and legal provisions related with it and standards of TQM and ISO-9000	Students have conceptual understanding of quality control process and are capable to understand TQM and ISO 9000 Standards	Basic understanding of concepts but getting stuck between the legal provisions and its application	Cannot relate the concept to anything happening. Has no Conceptual Clarity either.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Computer Application to Foreign Trade I
Class: BFT IV Sem

Session: Jan- Jun

I: Objective of course: The objective of the course is to familiarize the student with IT enabled functioning of an export house.

II: Examination: The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks having theory and cases/practical problems.

III: Course Outcomes(CO):

CO1. Understand the concept of Computer Application functioning of an export house .

CO2. Understand the role of IT & functioning of Office Automation Equipments.

CO3. To gain knowledge about Application software which is used in Export-Import Softwares.

CO4. Get the knowledge about Multimedia Application and Electronic transfer system and also understand to solve case studies in role of IT in Foreign Trade.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		2		1			
CO 2			2		2			
CO 3				1	2			
CO 4	2	1					1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Office Automation Systems	Basic Computer Organisation with Block Diagram	B.N. 1
2			Applications and types of computer	B.N. 1
3			Office Automation System Uses and advantages	B.N. 1
4			Fax ,email, video conferencing	B.N. 1
5			Voice mail, Answering Machines	B.N. 1
6			Application of Office automation in foreign trade	B.N. 1
A-1. First assignment				
CO:1				
LO: Basic learning about Communication channels by Office Automation Equipments.				
7	2	Application Software	Introduction to software	B.N. 1
8			Types of software	B.N. 1
9			Examples of each category of software	B.N. 1
10			Software used in Export offices	B.N. 1
11			Features of Import Export software	B.N. 1
12			Advantages of Import export software	B.N. 1
13			Multi currency features in software	B.N. 1
14			Example of Multi currency feature	B.N. 1

A-2. Second assignment**CO:2****LO:** Learning about Application Software which is used in Export-Import softwares.

15	3	Multi media	Introduction to Multimedia	B.N. 3
16			Using presentation software	B.N. 3
17			Features of Multimedia software	B.N. 3
18			Designing presentations	B.N. 3
19			Example of multimedia presentation	B.N. 3
20			Example of multimedia presentation	B.N. 3
21			Example of multimedia presentation	B.N. 3

A-3. Group assignment**CO:3****LO:** Learning and implementation of Multimedia application in Export-Import functioning.

22	4	Information Technology	Information technology	B.N. 3
23			Role of IT in foreign trade	B.N. 3
24			Application of IT	B.N. 3
25			Advantages of using technology	B.N. 3

A-4. Presentations

CO:4**LO:** To solve case studies and role of IT in Foreign Trade.

26	5	Electronic Fund Transfer	Introduction to Electronic Fund Transfer	B.N. 3
27			Types of EFT	B.N. 3
28			E-payment system	B.N. 3
29			Types of e-payment	B.N. 3
30			Digital currency	B.N. 3
31			Scheduled payments	B.N. 3
32			Limits related to e-payments	B.N. 3

A-5. Class Test**CO:4****LO:** Understanding the concept of Electronic transfer and Digital Currency.**VI: Book Reference:**

1. Sinha and Sinha, Computer Fundamentals, BPB publications
2. Jawadekar Waman, Management Information Systems: Text & Cases, TMH
3. Andrew B. Whinston and Ravi Kalakota, Frontiers of e-commerce, Pearson

VII : Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.

3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII : Rubrics for Internal Assessment For COMPUTER APPLICATION TO FOREIGN TRADE-I BFT IV Sem

Goal : Students will learn the use of office automation and role of Information Technology in Foreign trade

Objective: The objective of the course is to familiarize the student with IT enabled functioning of an export house

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.Students	.Students	.Students	.Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the use of various equipments used in office automation, features of import export software, e-commerce and role of IT in foreign trade.	%.... students were able to understand the use of multimedia, some of the office automation tools and about electronic fund transfer.	%.... students fall in this criteria. They showed minimal knowledge of the subject. They could not express the use of multimedia and multi currency features in Export-Import software.	%.... student fall in this criteria. They all were not able to articulate the role of IT in foreign trade. Also they could not express the methods used in electronic fund transfer

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE
Lesson Plan

Subject: Management of Risks & Settlement of Claims in Foreign Trade **Session:** Jan-June

Class: BBA (FT) – IV Sem

I: Course Objective:

The objective of this course is to make the student aware of the various types of risks faced by global business house & explain to him the methods of managing risks & settling claims arising out of risks.

II: Examination Scheme: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III: Course Outcomes (CO):

CO1 Enable student to understand the Global Business risk involved in Global Economy and apply the management ability to manage those risks.

CO2 Understand the role of Insurance and Insurance Agencies Scheme to handle the risks in Global Business.

CO3 Enhance the student with various types of risks that can be controlled & diversified along with the risks which are non diversifiable

CO4 Enrich the Students to deal with the Claim settlement procedure & Methods of losses occurred due to risks.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

Course Outcomes	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO 1							3	
CO 2				1			3	
CO 3			2	1				
CO 4			3	3	3			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Type of Risks	Meaning of Risk	B.N.4, B.N. 6
2			Types of risk	B.N.4, B.N. 6
3			Commercial risks	B.N.4, B.N. 6
4			Political risks	B.N.4, B.N. 6
5			Political risks	B.N.4, B.N. 6
6			Legal risks	B.N.4, B.N. 6
7			Cargo risks	B.N.4, B.N. 6
8			Cargo risks	B.N.4, B.N. 6
9			Credit risk	B.N.4, B.N. 6
10			Exchange Fluctuation Risk	B.N.4, B.N. 6
11			Exchange Fluctuation Risk	B.N.4, B.N. 6
Assignment 1				
CO:1				
LO: Describe the various types of Risks faced by Global business houses.				
12	2	Managing of Risks	Marine Insurance Policy	B.N.4, B.N. 6
13			Marine Insurance Policy	B.N.4, B.N. 6
14			Export Credit & Guarantee Corporation	B.N.2,B.N.4, B.N. 6
15			Role of Export Credit & Guarantee Corporation	B.N.2,B.N.4, B.N. 6

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16			Role of ECGC in covering risk	B.N.2,B.N.4, B.N. 6
17			Exchange Fluctuation risk cover scheme	B.N.2,B.N.4, B.N. 6
18			Bid	B.N.4, B.N. 6
CO:2,3				
LO: Explain the Methods of Managing risks.				
19	3	Settlement Claims	Bid	B.N.4, B.N. 6
20			Contract	B.N.4, B.N. 6
21			Contract	B.N.4, B.N. 6
22			Finance Guarantees	B.N.4, B.N. 6
23			Overseas Investment Insurance	B.N.4, B.N. 6
24			Presentation	B.N.4, B.N. 6
25			Settlement Claims	B.N.4, B.N. 6
26			Litigation	B.N.4, B.N. 6
27			Litigation	B.N.4, B.N. 6
28			Arbitration	B.N.4, B.N. 6
29			Arbitration	B.N.4, B.N. 6
30			International Arbitration	B.N.4, B.N. 6
31			International Arbitration	B.N.4, B.N. 6
32			Presentation	B.N.4, B.N. 6
Assignment 2				
CO:4				
LO: Understand the procedure and techniques for Settlement of Claims arising out of Global Risk.				

VI: Book References:

1. Varshney, R.L & Bhattacharya, (1996).International Marketing Management: An Indian Prespective, Nineth Edition, Sultan Chand & Sons, New Delhi.
2. Rathore, B.S & Rathore, J.S(1997),Export Marketing, Himalaya Publishing House, New Delhi.
3. Verma & Agrawal, Foreign Trade Management, Sharma. R, Export Management.
4. C. Ram Gopal, Export Import Procedures Documentation & Logistics, New Age International Publishers.
5. Francis Cherunilam, International Trade & Export Management, Himalaya Publishing House.
6. D.C Kapoor, Export Management, Vikas Publishing House Pvt. Ltd.
7. B.K Chaudhari, O.P Agarwal, Foreign Trade & Foreign Exchange, Himalaya Publishing House.

VII: Note:

1. There will be 5 unit wise class tests/assignments/presentations of equal weight age.
2. There will be two major assignments and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment will be on internal test basis.

VIII : Rubrics for Internal Assessment For Subject - Management of Risks and settlement of claims in foreign trade

BFT IVSem

Goal : Goal : Students will understand the various methods for minimizing the risks associated with foreign trade

Objective: To make student aware of the various types of risks faced by global business house in export and Import business.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.Students	.Students	.Students	.Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand different types of risk associated in foreign trade like commercial risk, political risk, legal risk, cargo risk, credit risk and foreign exchange fluctuation risk. They also possess the knowledge of various methods of minimizing risk involved in foreign trade.	%.... students were accomplished and able to articulate some perspectives of different types of risk associated in foreign trade like commercial risk, political risk, legal risk, cargo risk, credit risk and foreign exchange fluctuation risk.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not having the knowledge of different types of risk involved in foreign trade. Students were unable to provide an insight of commercial risk, political risk, legal risk, cargo risk, credit risk and foreign exchange fluctuation risk.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Packaging and Distribution Channels****Session: Jan-Jun****Class: BBA (FT) IV Sem****I: Course Objective:**

The objective of the course is to help student learn the essentials of packaging the goods and export marketing channels.

II: Examination

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes(CO):

CO1. Develop an understanding of the techniques of export packaging.

CO2. Understand the selection method of marking and labeling.

CO3. Develop unique export distribution channels.

CO4. Understand the dynamics of marketing in national and international business.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	3				1	
CO 2	2		2					
CO 3	2	2	3				1	
CO 4	3	2	1	2			2	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Packing and Packaging	Definition and meaning	BN.1,2,4
2			Distinction between packing and packaging	BN.1,3
3			Objectives of sound export packaging	BN.1,3
4			Factors in export packaging	BN.1,2,4
5			Solutions for packaging problems	BN.2,3
Class Test				
CO:1				
LO: Ability to formulate innovative packaging strategies in the competitive environment.				
6	2	Marking and labeling	Selection of containers	BN.1,2,4
7			Selection of containers	BN.1,3
8			Package Design	BN.2,3
9			Packing List	BN.1,2,4
10			Case Marking	BN.1,3
11			Labeling	BN.2,3
Assignment Submission: Design package design for the product of your own choice.				
CO:2				
LO: Understanding the selection of different marking and labeling patterns for export of goods.				
12	3	Export Distribution Channels	Introduction to distribution channels	BN.2,3
13			Difference between direct and indirect exporting	BN.1,2,4
14			Selling to an export house	BN.2,3
15			Selling to resident buyers	BN.2,3
16			Selling through overseas import houses	BN.1,2,4
17			Built in export department	BN.2,3
18			Self contained export department	BN.2,3
19			Separate export company	BN.1,2,4
20			Combination export manager	BN.2,3
21			Joint marketing groups	BN.1,2,4
Group Presentation 1				
CO:3				
LO: Identify the costs and benefits of various export distribution channels.				
22			Introduction to factors affecting channel decisions	BN.1,3

23	4	Selection of channels	Product characteristics	BN.1,2,4
24			Consumer factor	BN.2,3
25			Middlemen consideration	BN.2,3
26			Company factors	BN.1,2,4
27			Environmental factors	BN.2,3
28			Approaches to channel strategy cavity	BN.1,2,4
29			Push approaches	BN.1,3
30			Pull approaches	BN.1,3
Group Presentation 2				
CO:3				
LO: Discuss the different factors involved in selection of channels.				
31	5	Distribution channels in India	Comparative Assessment	BN.1,3
32			Comparative Assessment	BN.1,3
CO:4				
LO: Study the comparative assessment of distribution channels in India and export business.				

VI: Books recommended;

1. Rathore ,B.S. and Rathore. J.S.(1997).**Export Marketing**, Himalya Publishing House,New Delhi.
2. Varshney,R.L. and Bhattacharya , (1996) ,**International Marketing Management:An Indian Perspective** ,Nineth Edition.Sultan Chand and Sons,New Delhi.
3. Cherunilan,F.(2004) **International Business:Text and cases**, Third Edition , Prentice Hall India, New Delhi.
4. Verma ,M.L. (1988). **Foreign Trade Management in India**. Vikas Publishing House Pvt. Ltd. , New Delhi.
5. Sharma, R, **Export Management**

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment For Packaging and Distribution Channels

BFT IV Sem

Goal : Students will understand the Packaging and Distribution Channels of Export Marketing

Objective: It will help the Students to understand the essentials of packaging of goods to be exported and marketing channels used in export of goods.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.Students	....Students	.Students	.....Students
Outstanding	Accomplished	Does not Meet the Criteria	Need Improvement
%.... students were outstanding and were able to understand the concepts of Packaging, Marking and Labelling of goods to be exported. They are also aware of the Distribution Channels for exporting goods, selection of the correct channel etc. The student is able to make a comparative	%.... students have accomplished the goal and are able to articulate some perspectives of Packaging and Labelling of the goods which need to be exported. They are able to understand the Distribution channels used for Export while having an understanding of the factors affecting the channel selection.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate any perspectives of packaging and distribution channels. Students do not provide an insight of the selection of export channels or any factors which affect in choosing the correct channel.

assessment with the channels used in India.			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH, INDORE**Lesson Plan****Subject: Transportation And Material handling in Foreign Trade Session: Jul-Dec****Class: BFT IV SEM**

I: Course Objectives: The Objective of this Course is to give exposure to the student about the system of transportation of goods and material handling adopted in export and import of goods so that the objectives of economy of cost of transportation and safety of goods could be achieved.

II: Examination: Students shall be evaluated on two components, internal and end semester examination. Internal component shall be on 30 marks and semester examination will be of worth 70 marks.

III: Course Outcomes(CO):

CO1. Understand the basic concept of transportation and the recent developments

CO2. Evaluate the different modes of transportation and preparation of documentation.

CO3. Understand and evaluate the different types of warehouse facilities and cost of warehousing.

CO4. Understand the concept of material handling and cargo handling in foreign trade.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	1						
CO 2	1	1		2				
CO 3	1	1			1			
CO 4	1		1					

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Transportation	Elements of Transportation System	B.N. 1, B.N.2
2			Criteria of Choice	B.N. 1, B.N.3
3			New development in Transportation	B.N. 2
4			Case Study	B.N. 2
CO:1				
LO: Understand the elements of transportation system and the latest developments which have taken place.				
5	2	Types of transportation	Transportation by ships, by Air	B.N. 1, B.N.2
6			Transportation by Rail, by Inland Waterways	B.N. 1, B.N.2
7			Merits And Demerits	B.N. 3
8			Merits And Demerits	B.N. 2, B.N.3
9			Choice of Type of Transportation	B.N. 1
10			Choice of Type of Transportation	B.N. 1
11			Cost Availability and Safety	B.N. 1
12			International Freight forwarders	B.N. 1
			Case Study	B.N. 1
13	Assignment			
CO:2				
LO: Evaluate the different kinds of transportation modes and learn the concept of international freight forwarders.				
14	3	Documents of Transportation	Special Care	B.N. 1, B.N.4
15			Special care in Preparation of Documents of Transportation	B.N. 1, B.N.4
16			Special care in Preparation of Documents of Transportation	B.N. 1, B.N.4
17			Legal Requirements and Uses	B.N. 1, B.N.2
18			Legal Requirements and Uses	B.N. 1, B.N.2

19			Case Study	B.N. 1, B.N.2
20	Presentation			
CO:2				
LO: Gain knowledge about the various documents required in transportation and the legal requirements needed.				
21	4	Warehousing	Needs of Warehousing	B.N. 1, B.N.3
22			Types, Cost of Warehousing	B.N. 2, B.N.3
23			Warehousing facility in India	B.N. 2, B.N.4
24			ET & T	B.N. 1, B.N.3
25			Marketing for Exporters of Electronics to U.S.A	B.N. 1, B.N.3
26	Presentation			
CO:3				
LO: Determine the cost and the need of warehousing facility in India.				
27	5	Material Handling	Packing Problems	B.N. 1, B.N.2
28			Containers	B.N. 1, B.N.2
29			Cargo Handling	B.N. 1, B.N.3
30			Insurance of Goods in Transit	B.N. 1, B.N.4
31			Case Study	B.N. 1, B.N.4
32	Assignment			
CO:4				
LO: Understand the process of cargo handling and insurance of goods in transit.				

VI: Book References:

- 1 Onkvisit,S. and Shaw,J.J.(1998).International Marketing Analysis and Strategies,PHI,New Delhi
- 2 Keegan,W.J.(2002). Global marketing Management, Seventh Edition .PearsonEducation,New Delhi
- 3 Rathore ,B.S. and Rathore, J.S.(1997).Export Marketingm, Himalaya Publishing House, New Delhi.
- 4 "Philip Kotler (1999). Principles of Marketing Management,Prentice Hall of India,Millennium Edn.,New Delhi

VII: Note:

- 1 There will be 2 group major assignment . Group size will be 4-5 students
- 2 There will be a Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 5 marks.
- 4 If any student does not submit assignments at time, credit wil be given half mark after submission of assignment.
- 5 Attendance will be multiplying factor as per given in academic plan.

**VIII : Rubrics for Internal Assessment For Transportation and Material Handling
in Foreign Trade
BFT IV Sem**

Goal : Students will understand the logistic system of domestic and International trade along with its elements

Objective: Students have conceptual understanding the system of transportation of goods and material handling adopted in export and import of goods so that the objectives of economy of cost of transportation and safety of goods could be achieved.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Outstanding	Outstanding	Outstanding
%.... students were outstanding and able to understand the elements of transportation system and the latest developments which have taken place and the different kinds of transportation modes and learn the concept of international freight forwarders. Students provide insight in gaining knowledge about the various documents required in	%.... students were accomplished and able to understand the basic concept of transportation and the recent developments and also the concept of material handling and cargo handling in foreign trade. Students provide a good insight the different modes of transportation and preparation of documentation and evaluate the different types of warehouse	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of transportation and material handling systems in India. Cannot relate the concept to any happening. Has no Conceptual Clarity either.

transportation and the legal requirements needed and also will be able to understand the cost and the need of warehousing facility in India and the process of cargo handling and insurance of goods in transit.	facilities and cost of warehousing.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assign ment Out of 30	Internal Out of 30	VIVA Out of 30		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE
Lesson Plan

Subject: World Trade Organization

Session: July-Dec

Class: BBA (Foreign Trade) – V Sem

I: Course Objective:

The objective of this course is to make the students aware of the significance of WTO, its place in Global Trade environment and its effect on Indian Business.

II: Examination Scheme: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III: Course Outcomes(CO):

CO1. Basic understanding of WTO.

CO2. Knowledge about basic concepts of WTO norms, structure and treatments.

CO3. Preparing students to understand general WTO Principles for better trade with all nations like TRIPS, TRIMS.

CO4. Developing concept on effect of WTO on specific sectors trade and also on India.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3							
CO2			2	2			1	1
CO3	2						3	
CO4	1	3					2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	History of WTO	Origin and Development	B.N. 1, 4
2			Role in Global Trade	B.N. 1, 4
3			Tokyo Round	B.N. 1, 4
4			Uruguay Round	B.N. 1, 4
5			Overview of GATT	B.N. 2, 5
6			Overview of GATT	B.N. 2, 5
7			Difference Between GATT and WTO	B.N. 1, 2,
8			Difference Between GATT and WTO	B.N. 1, 2,
Assignment: Submit Detailed Differences between GATT and WTO				
CO:1				
LO: To understand the history of WTO and an overview of GATT				
9	2	Structure of WTO	Organisation Structure of WTO	B.N. 3, 5,
10			Scope and Functions	B.N. 3, 5,
11			Decision Making Procedure	B.N. 3, 5,
12			Entry Norms	B.N. 3, 5
13			Gains to World Trade from WTO	B.N. 5, 3
14			Gains to World Trade from WTO	B.N. 3, 5
CO:2				
LO: To acknowledge the organization structure of WTO, its scope, functions and gains to World Trade from WTO.				
15	3	WTO - General Principles	Most Favored Nation (MFN) Treatment	B.N. 2, 4
16			National Treatment	B.N. 2, 4
17			Tariffs	B.N. 2, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18			Non-Tariffs	B.N. 2, 4
19			Technical Barriers to Trade Sanitary measures	B.N. 2, 4
20			Technical Barriers to Phyto Sanitary Measures	B.N. 2, 4
21			TRIPS	B.N. 2, 4
22			TRIPS	B.N. 2, 4
23			TRIMS	B.N. 2, 4
Group Presentation				
CO:3				
LO: To develop understanding of general principles followed by WTO for National treatments, technical barriers, TRIPS and TRIMS.				
24	4	Trade in Goods and Services	Effect of WTO on Agriculture	B.N. 3, 4
25			Effect of WTO on Agriculture	B.N. 3, 4
26			Effect of WTO on Textiles and Clothings	B.N. 3, 4
27			Multi Fiber Agreement	B. N. 3, 4
28			General Agreement on Trade in Services	B.N. 3, 4
29			General Agreement on Trade in Services	B.N. 3, 4
Assignment: Written Assignment on Effect of WTO in Agriculture, Textiles and Services				
CO:4				
LO: To gain Conceptual knowledge on effects of WTO on different sectors and their general agreement on Trade in services.				
30	5	India and WTO	Effect of WTO on India	B.N. 1, 5,
31			Effect of WTO on India	B.N. 1, 5,
32			Class Discussion	B.N. 1, 5
CO: 4				
LO: To study the effect of WTO on India.				

VI: Book References:

1. Bhagirathi Lai Das, **The World Trade Organization - A Guide to the Framework for International Trade.**
2. Gopalsamy, N., **GATT/ WTO TRIPS, TRIMS and Trade in Services.** New Delhi, BPB Publications.
3. Goyal, A. (2001). **WTO in New Millennium.** New Delhi, Academy of Business Studies. MVIR DC World Trade Centre.
4. Gupta, K.R., **World Trade Organization.**
5. Krueger, A. O., **The WTO as an International Organization.**

VII: Note:

1. There will be 5 unit wise class tests/assignments/presentations of equal weight age.
2. There will be two major group assignments, group size of 4, each group will be given separate topics for to discuss and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment will be on internal test basis.

VIII : Rubrics for Internal Assessment For World Trade Organization

BFT V Sem

Goal : Students will understand the working of WTO in promotion of trade and its policy implications in India's trade operations. of international economics and its application in the field of trade and business.

Objective: To understand the significance of WTO , its place in Global Trade environment and its effect on Indian Business.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand main perspectives of WTO along with concepts of WTO norms, structure and treatments, WTO principles on specific sectors trade and also on India. The students are able to gain conceptual knowledge on effects of WTO on different sectors and their general agreement on Trade in services.	%.... students were accomplished and able to understand main perspectives of WTO along with concepts of WTO norms, structure and treatments, WTO principles on specific sectors trade and also on India.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. Cannot relate the concept to any happening. Has no Conceptual Clarity either.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** 504 : Global Market Research And Demand Forecasting**Session:** July-December**Class:** BBA (FT) – V Sem

I: Objective of course: The objective of this course is to give conceptual and practical training to the students in conducting desk field research for export and import market of goods by collecting, tabulating, analysing and interpreting relevant data.

II: Examination: The faculty member will award internal marks out of 30 marks .The semester examination carrying 70 marks.

III: Course Outcomes(CO):

CO1.Plan and undertake qualitative or quantitative Market Research and demonstrate the ability to appropriately analyze data to resolve marketing issues and be able to assess market research for quality and relevance.

CO2. Critically analyze market research methods and understand their strengths and weaknesses. Demonstrate an understanding the framework that market research needs to operate within.

CO3.Develop skills related to the analysis of international marketing data, in particular the use of secondary data in assessing the international marketing opportunities.

CO4.Provide an understanding about statistical methods of demand analysis and forecasting and increase knowledge and skills to help in developing international market entry strategies.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1							
CO2		2		2			2	
CO3				3				1
CO4			2			3		

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1.	1	Need for Overseas Market Research :	Information Required for Decision Making	B.N.2 & B.N.3
2.			Cost of Market Research.	B.N.2 & B.N.3
3.			Consumer Research.	B.N.2 & B.N.3
4.			Industrial Research.	B.N.2 & B.N.3
5.			Industrial Research.	B.N.2 & B.N.3
CO:1				
LO: To develop the understanding about importance of marketing research and its evolution; explain the challenges that influence marketing research, consumer research and industry research.				
6.	2	Methodology:	Presentations-1	
7.			For Desk Research and Field Research, and	B.N.2 & B.N.3
8.			Designing and Testing of Questionnaire,	B.N.2 & B.N.3
9.			Determining the Size of Sample	B.N.2 & B.N.3
10.			Planning of Time Frame & Planning Tour Plan	B.N.2 & B.N.3
11.			Arranging Institutional Help	B.N.2 & B.N.3
12.			Personal Interview	B.N.2 & B.N.3
13.			Telephone Interview	B.N.2 & B.N.3
14.			Tabulation of Data, Analysis and Interpretation	B.N.2 & B.N.3
15.			Report Writing	B.N.2 & B.N.3
CO:2				
LO: To demonstrate cognitive knowledge of the methodology which is required in global market research. Further, develop understanding about identifying, assessing and selecting the methods and other aspect of research methodology for global market research.				
16.	3	Overseas Market Research	Presentation-2	
CO:3				
LO: To determine research objectives effective global market research and determining market segment, time and cost involved and other relevant aspects viz. trading parameters, pricing, payment terms after understanding government rules and laws.				
17.			Determining Research Objective	B.N.2 & B.N.3
18.			Area of Study	B.N.2 & B.N.3
19.			Time and Cost Involved	B.N.2 & B.N.3
20.			Data Collection:	B.N.2 & B.N.3

21.			Demand Potential & Projections,	B.N.2 & B.N.3
22.			Market Segment	B.N.2 & B.N.3
23.			Trading Parameters,	B.N.2 & B.N.3
24.			Pricing, Payment Terms,	B.N.2 & B.N.3
25.			Logistics, Media Promotion,	B.N.2 & B.N.3
26.			Government Rules and Laws-	B.N.2 & B.N.3
27.			Selection of Agents	B.N.2 & B.N.3
28.	4	Demand Forecasting	Meaning & Need	B.N.2 & B.N.3
29.			Statistical Methods of Demand Forecasting.	B.N.2 & B.N.3

CO:4

LO: To develop understanding about statistical methods which are required for demand forecasting.

30.	5	Market Research Agencies	Market Research Agencies-Introduction & need	B.N.2 & B.N.3
31.			Sources of Information : National	B.N.2 & B.N.3
32.			Sources of information inter-national	B.N.2 & B.N.3
			Assignment -1 Submission within 5 days	

CO:3

LO: To understand different sources of information at national and international level and to develop understanding about work profile of different market research agencies.

VI: Book References:

1. Gupta, G.S. (1996). Managerial Economics. New Delhi, Tata McGraw-Hill Publishing Company Limited.
2. Douglas Susan P.(2004) International Marketing research Newyork, John Wiely & Sons
3. Kumar V. (2006) International Marketing research New Delhi Prentice Hall of India p. Ltd.

VII: Notes:

- 1 There will be individual assignments, group assignments & Group presentations
- 2 Class test will be based on theoretical and practical aspects of the subjects.
- 3 Class performance & discipline will be an important factor for assessing internal marks
- 4 Group size will be 4-5 students, & each group will be given separate topic of presentation.
- 5 Late submission will not be accepted in any case.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubrics for Internal Assessment For Global Market Research & Demand Forecasting**BFT V Sem**

Goal : Students will understand what constitutes good marketing research and how they can more accurately measure and forecast demand

Objective: Students have conceptual understanding qualitative or quantitative Market Research and demonstrate the ability to appropriately analyze data to resolve marketing issues and be able to assess market research for quality and relevance and also about statistical methods of demand analysis and forecasting and increase knowledge and skills to help in developing international market entry strategies.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand about importance of marketing research and its evolution by having knowledge of the methodology which is required in global market research by determining market segment, time and cost involved and other relevant aspects viz. trading parameters, pricing, payment terms after understanding government rules and laws and also develop understanding about statistical methods which are required for demand forecasting.	%.... students were accomplished and able to articulate some perspectives of main global market research techniques. Students provide an insight in various statistical techniques to understand about demand forecasting and other sources of information for global market research.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. Cannot relate the concept to any happening. Has no Conceptual Clarity either.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Thrust Product & Thrust Market**Session:** July-December**Class:** B.B.A (FT) V Sem

I: Objective of the course: The objective of this course is to inform the student about the export of important commodities and services from India with a view to analyze the changing pattern of foreign trade and to develop new strategies of export.

II: Examination: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks.

III: Course Outcomes(CO):

CO1. Understand the business potential of thrust product from export, economic growth and foreign revenue generation point of view.

CO2. Able to apply knowledge for market selection, strategy development and effective business presentation.

CO3. Develop technical and non-technical ability for effective decision making, data analysis and promotion of thrust products in international market.

CO4. Analyze the basic requirements for enhancing export of thrust products across the globe.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1						2	
CO2			3		1	2		
CO3		3						3
CO4				2				

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Agriculture Export	Export of Agriculture and Agro Based Products	B.N.1/2/3
2			Export of Agriculture and Agro Based Products	B.N.1/2/3
3			Export of Agriculture and Agro Based Products	B.N.1/2/4
4			Export of Agriculture and Agro Based Products	B.N.1/2/4
5			Export of Agriculture and Agro Based Products	B.N.1/2/4
CO:1				
LO: Understand the export potential of agricultural and agri-based product.				
6	2	Animal and Sea - Based Products	Export of Animal and Sea - Based Products	B.N.1/2/3
7			Export of Animal and Sea - Based Products	B.N.1/2/4
8			Export of Animal and Sea - Based Products	B.N.1/2/3
9			Leather and Leather Products	B.N.1/3/4
10			Leather and Leather Products	B.N.1/3/4
11			Meat	B.N.1/3/4
12			Marine Products.	B.N.1/2/4
13			Marine Products.	B.N.1/2
CO:2				
LO: Learn about various categories of marine products and its importance to the nation’s business growth. Also understand the relevance of animal based products for future business growth.				
14	3	Textiles, Jute & Garments	Export of Textiles	B.N.1/2/3
15			Export of Textiles	B.N.1/2

16			Export of Textiles	B.N.1/2/4
17			Export of Jute	B.N.1/3
18			Export of Jute	B.N.1/2
19			Export of Garments	B.N.1/2/5
20			Export of Garments	B.N.1/2/5
CO:1,2				
LO: Gain knowledge about natural and manmade fiber oriented products including textile and jute garments.				
21	4	Minerals, Gem and Jewellery, Chemicals & Drugs	Export Minerals	B.N.1/2
22			Gem and Jewellery	B.N.1/2/4
23			Chemicals	B.N.1/2
24			Drugs	B.N.1/2/3
CO:2				
LO: Enhance understanding towards market potential of gems & jewelry, chemicals and drugs products.				
25	5	Projects, Consumer Durables & Handicrafts	Export of Projects and Consultancy	B.N.1/3
26			Export of Consumer Durables & Engineering Goods	B.N.1/3
27			Export of Handicrafts	B.N.1/2/3
CO:1				
LO: Get knowledge about project exports, consultancy services, engineering goods and handicrafts.				
28	6	Software and Electronics	Export of Software and Electronics	B.N.1/2
29			Export of Software and Electronics	B.N.1/2/4
CO:1				
LO: Learn demand of software products in global market.				
30	7	Quality Control, TQM & ISO-9000	Quality Control Standards and Inspection	B.N.1/3
31			TQM	B.N.1/2
32			ISO-9000	B.N.1/2

Assignment –Sector wise Analysis of India’s Export
CO:3,4
LO: Understand the significance of quality control mechanism for exports and use of quality certification for increasing global competitiveness.

VI: Reference Book:

1. Export - Import Policy of Government of India.
2. Quality Control Act.
3. Balagopal. T.A.S. (1996). Export Management. Sixth Revised Edition. Mumbai, Himalaya Publishing House.
4. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing. New Delhi, Himalaya Publishing House.
5. Koshy, Garment Exports.
- 6.

VII: Note:

1. There will be 1 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assigned to group of 3-4 students on practical aspect of subject.
4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII : Rubrics for Internal Assessment For Subject - Thrust products and Thrust market**BFT VSem**

Goal : Students will be able to develop new strategies for different goods and services exported from India

Objective: To inform the students about the export of important goods and services exported from India

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
.Students	.Students	.Students	.Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand different goods and services exported from India. Students were able to provide an insight of agricultural export, export of textile, export of gems & Jewellery etc.They also posses the knowledge of export related strategies of Thrust product and TQM.	%.... students were accomplished and able to articulate some perspectives of different goods and services exported from India. Students were able to provide an insight of agricultural export, export of textile, export of gems & Jewellery etc.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not having the knowledge of different goods and services exported from India. Students were unable to provide an insight of agricultural export, export of textile, export of gems & Jewellery etc.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Advertising and Sales Promotion in Foreign Trade**Session:** Jul. – Dec.**Class:** BBA (Foreign Trade) – V Sem**I: Course Objective:**

This course has been designed to train the student in the art of global advertising, media selection, sales promotion and developing sales force with the objective of enlarging export import business.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks, it will have two sections A and B.

III: Course Outcomes(CO):

CO 1 Analyze the expanding global environment of media and communication techniques.

CO 2 Examine the importance of global market segmentation, position and action objectives to the development of an advertising and promotion program.

CO 3 Understand the Development of creative strategies for global advertising, Plan media strategy, scheduling, and vehicle selection.

CO 4 Assess strategic uses of sales promotions with respect to global environment.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			2	3		2	
CO 2	3		1	1			1	
CO 3	3	3		2			1	1
CO 4		1				1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Global Advertising	Global Market Segmentation	B.N. 1, 5
2			Global Advertising Strategy	B.N. 1, 2
3			Advertising Media	B.N. 1, 2, 4
4			Advertising Media	B.N. 1, 3
5			Selection of Media	B.N. 1, 3
6			Media Effectiveness	B.N. 1, 2
Assignment: Choose 5 Advertisements of Global Brands, Analyze Their Advertisements and Comment on Strategy Used (Standardization vs. Adaptation).				
CO:1				
LO: Identify and respond to clients' advertising and marketing communications objectives by applying principles of marketing and communications..				
7	2	Media Planning and Analysis	Tactical Considerations	B.N. 2, 3
8			Specific Media Information	B.N. 1, 2
9			Media Limitations	B.N. 1, 2, 5
10			Legal and Tax Consideration	B.N. 1, 3
11			Language Limitations	B.N. 1, 2
12			Cultural Diversity and Advertising	B.N. 1, 3
13			Production and Cost Limitations	B.N. 2
14			International Control of Advertising	B.N. 3
CO:2				
LO: Identify and analyze media planning strategies.				
15	3	Sales Promotion	Sales Management for Exports	B.N. 1, 2
16			Sales Management for Exports	B.N. 1
17			Export Sales Organizations	B.N. 2, 3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
18			Export Salesmen Characteristics	B.N. 3
19			Recruitment and Training	B.N. 3
20			Routing of Salesmen	B.N. 2, 3
21			Foreign Language Skills	B.N. 1, 4
22			Sales Promotion Restrictions	B.N. 1, 3
CO:3,4				
LO: Evaluate the effectiveness of integrated sales promotion efforts.				
23	4	Advertising Agency	Role of Advertising Agencies	B.N. 1, 2, 4
24			Major International Advertising Agencies	B.N. 3, 5
25			Selecting an Advertising Agencies	B.N. 2, 5
26			Execution of an Advertisement Campaign	B.N. 1,4
27			Execution of an Advertisement Campaign	B.N. 1, 3
Assignment: Explore the Websites of International Advertising Agencies (At least 10), Understand Their Structure and Working, Explore Their Works.				
CO:3				
LO: Understand the importance of advertising agencies.				
28	5	Global Advertising and Branding	Global Advertising: Standardization vs. Adaptation	B.N. 2, 4
29			Global Advertising: Standardization vs. Adaptation	B.N. 1, 2, 4
30			Branding Concepts	B.N. 2,3
31			Branding Stages	B.N. 1, 4
32			Making Global Brands	B.N. 4, 5
CO:3				
LO: Understand the importance of global advertising agencies.				

VI: Book References:

1. Keegan, Warren J., and Bodo B. Schlegelmilch. Global Marketing Management: A European Perspective. Pearson Education, 2001.
2. Cateora, Philip R. International Marketing 13E. Tata McGraw-Hill Education, 2008.
3. Onkvisit, Sak, and John J. Shaw. International marketing: Analysis and Strategy. Psychology Press, 2004.
4. Bhattacharyya, B., & Varshney, R. L. (1986). International Marketing Management: An Indian Perspective. Sultan Chand.
5. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing, New Delhi, Himalaya Publishing House.

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

**VIII : Rubrics for Internal Assessment For Advertising and Sales Promotion in
Foreign Trade
BFT V Sem**

Goal : Students will understand the concepts of Advertising and Sales Promotion in Foreign Trade

Objective: Students will be trained in the art of Global Advertising, Media selection, Sales promotion and developing sales force with the objective of enlarging export-import business.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Do not meet the Criteria	Need Improvement
%.... students were outstanding and able to understand the main concepts of Global Advertising , Media Planning and it's Analysis along with the Sales promotion. They are also comfortable in understanding the working of Advertising Agency and the concepts of Global Advertising and Branding.	%.... students were able to understand some of the concepts of Global Advertising , Media Planning and it's Analysis along with the Sales promotion. They are also not very comfortable in understanding the working of Advertising Agency and the concepts of Global Advertising and Branding.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate any perspectives of Global advertising & Sales promotion. Students do not provide an insight in Sales promotion or Global advertising and Branding.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Computer Application to Foreign Trade II
Class: BFT V Sem

Session: July - Dec

I: Objective of course: The objective of this course is to produce advanced skills in computer area to be export-import office.

II: Examination: The faculty member will award internal marks out of 30. The end semester examination will be worth 70 marks having theory and cases/practical problems.

III: Course Outcomes(CO):

CO1. Understanding use of e-commerce in import export

CO2. Understand the use of information systems in foreign trade

CO3. To understand different types of computers

CO4. To understand the import export supply chain management

IV:PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		1	1				
CO 2	3	1		1	1		2	
CO 3	1	1	2	2	2		1	
CO 4	2	2		2	1			

V:Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	E-Commerce enabled export import	Introduction to E-Commerce	B.N. 2
2			E-commerce and foreign trade	B.N. 2
3			Applications of e-commerce in foreign trade	B.N. 2
4			Various transaction of e-commerce B2B,B2C	B.N. 2
5			C2B,C2C,C2G,	B.N. 2
6			Export Import softwares	B.N. 2
7			Features and advantages of Import export softwares	B.N. 2
A-1. First assignment				
CO:1				
LO: Learning about e-commerce and its advantages in foreign trade				
8	2	Global Information Systems	Introduction to GIS	B.N. 2
9			Applications of GIS	B.N. 2
10			Technology used in GIS	B.N. 2
A-2. Second assignment				
CO:2				
LO: Learning different information system and applications of GIS.				

11	3	Computer hardware classification	Introduction to Computer Hardware	B.N. 2
12			Evolution of Personal Computer(Generation of Computers)	
13			Classification of computer hardware	B.N. 2
14			Micro-Computers, evolution and use	B.N. 2
15			Mainframe computers, examples and applications	B.N. 2
16			Work Stations examples and applications	
17			Super Computers examples and applications	B.N. 2

A-3. Group assignment

CO:3

LO: Learning classification of computers and their uses.

18	4	Information Technology	Introduction to Information technology	B.N. 2
19			Software, Types of software	B.N. 2
20			Office automation	B.N. 2
21			Devices used in office automation	B.N. 2
22			Advantages of using Office Automation	B.N. 2
23			IT enabled export import	
24			Supply chain management in Import export	

A-4. Presentations

CO:4**LO:** Learning to use IT enabled Supply chain management.

25	5	MIS & DSS	Introduction to MIS	B.N. 2
26			Application and Characteristics of MIS	B.N. 2
27			Components of MIS	B.N. 2
28			Case study of MIS	B.N. 2
29			Decision Support System	B.N. 2
30			Decision making and types of decisions	B.N. 2
31			Components of DSS	
32			Case study of DSS	

A-5. Class Test**CO:2,4****LO:** Using MIS and DSS for foreign trade.**VI: Book Reference:**

1. Basandra S.K (1996).computers Today. New Delhi, first edition, galgotia publications
2. Sinha P.K (1992) . Computer Fundamentals. New Delhi, BPB Publications.
3. Senn.J.A (1989) Analysis and design of Information System. Singapore, Second Edition. Mc Grwa-Hill Publishing Company.
4. Buckland, TQM in Information System

VII: Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.

3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubrics for Internal Assessment For COMPUTER APPLICATION TO FOREIGN TRADE-II BFT V Sem

Goal : Students will understand the advantages of IT enabled export-import tools, supply chain management and Global information system. They will also learn about different types of computers, MIS and DSS.

Objective: The objective of this course is to produce advanced skills in computer area in export import offices.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand advantages of IT enabled import-export. They could tell the use of IT in Supply chain management. They were clear in the concept of MIS and DSS. They were able to differentiate between different types of computer.	%.... students accomplished and able to understand the applications of GIS , MIS and DSS in business. They were able to express the role of IT in Supply chain management.	%.... students fall in this criteria. They showed minimal knowledge of different types of computers and role of IT in supply chain management.	%.... student fall in this criteria. They all were not able to articulate the use of IT in export- import, supply chain management. They were not able to express the applications of global information system and DSS.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: State Trading in India****Session: Jul – Dec****Class: BFT VSem****I: Course Objective:**

The objective of this paper is to explain to the students the role played by State Trading organizations in India's foreign trade.

II: Examination

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes (CO):

CO1. Critically understand the concept of state trading and its benefits, functions and roles

CO2. Understand the role of state trading in import and export in Indian economy

CO3. Understand the various types of state trading organization and their contribution in import and export in Indian economy

CO4. Analyze the various problems and future challenges as well as opportunities associated with state trading in India

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		1			2	3
CO 2	3	3	3	1			2	3
CO 3	2	3			1	2	1	
CO 4	2	3	3	3		2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Rationale of State Trading	Proper Functioning of Central Planning	BN.1,2
2			Proper Functioning of Central Planning	BN.1,2
3			Mechanism as a Source of Revenue to Supplement Private Sector	BN.1,3,4
4			Mechanism as a Source of Revenue to Supplement Private Sector	BN.1,2
6			Promote New Export Items	BN.1,3
7			Promote New Export Items	BN.1,2
8			Price Stabilization	BN.1,2,5
9			Price Stabilization	BN.1,3
10			Price Stabilization	BN.1,2
Assignment Submission				
CO:1				
LO: Describe functioning of central planning mechanism to complement the private sector.				
11	2	Canalisation of Import	Benefits - Advantage of Bulk Buying	BN.1,3
12			Benefits - Advantage of Bulk Buying	BN.1,3
13			Benefits - Advantage of Bulk Buying	BN.1,2
14			Mopping of Excess Profits	BN.1,3
15			Mopping of Excess Profits	BN.1,3
16			Equitable Distribution	BN.1,2
17			Items Canalised	BN.1,3
18			Role of State Trading Corporation	BN.1,2
19			Role of State Trading Corporation	BN.1,2
Assignment Submission				
CO:2				
LO: Understand the concept of canalization of imports and role of state trading corporation for the same.				
20	3	Canalisation	To Boost Exports,	BN.1,2
21			To Improve Unit Value Realisation	BN.1,2

22			Eliminate Under - Invoicing	BN.1,2,
23			Improve Bargaining Power;	BN.1,2,4
24			Items Canalised; Role of State Trading Organisations	BN.1,3
Assignment Submission				
CO:2				
1. LO: Understand the concept of canalization of exports and role of state trading corporation for the same.				
25	4	State Trading Organisations	STC, PEC	BN.1,2,4
26			MMIC, MITCO, TTCI	BN.1,2,4
27			MMIC, MITCO, TTCI	BN.1,2
28			Spices Trading Corporation Ltd.- Performance in Exports and Imports.	BN.1,2
Assignment Submission				
CO:3				
LO: Define various types of state trading corporation involved in promoting export and import in Indian economy.				
29	5	Problem and Future of State Trading in India	Weaknesses of State Trading in Foreign Trade	BN.1,2,4
30			Excessive Government Interference	BN.1,2,4
31			Recent Policy Stance in State Trading	BN.1,2
32			Future of State Trading in India.	BN.1,2
CO:4				
LO: Understand various types challenges and opportunity available for state trading corporation in India and its future.				

VI: Book recommended:

1. Verma, and Agrawal Foreign Trade Management.
2. Rathore, B.S. and Rathore, J.S. (1997). Export Marketing. New Delhi, Himalaya Publishing House.
3. Varshney, R. L. and Bhattacharya, (1996) International Marketing Management: An Indian Perspective. New Delhi, Ninth Edition. Sultan Chand and Sons.

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII :**Rubrics for Internal Assessment****Subject-State Trading in India****BBA FT V Sem**

Goal : Students should understand the role of State Trading Organizations in India's Foreign Trade

Objective: To Understand how state trading organisation boost up the foreign trade performance of India

20-16 Marks	15-11 Marks	10-06 Marks	05-00 Marks
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... Students have high understanding of the importance of state trading	%.... students have conceptual understanding of canalisation and role played	%.... Students have minimal understanding of concept of state trading organisation	%.....students couldn't relate the concept to anything happening. Has no Conceptual

organisation in foreign trade. shows conceptual clarity of canalisation and performance of various state trading organisation	by state trading organisation in India's foreign trade	and its functioning	Clarity either.
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH,
INDORE**

Lesson Plan

Subject: Export Incentives and Institutional Support

Session: Jan-June

Class: BBA-VI

I: Course Objective:

The objective of this Course is to familiarize the students with various types of incentives provided by the government for promotion of exports and give information about institutions established to support exports from India.

II: Examination:

The faculty member will award marks out of a maximum of 30 marks (As per academic plan) for the internal performance of the student. The Semester Exam shall be worth 70 marks.

III: Course Outcomes(CO):

CO1. Students will able to know about various export incentives

CO2. Students will get knowledge about export houses and their working

CO3. Students will get acquainted with Free Trade Zones and Export Processing Units

CO4. Students will understand the working and support provided by different Export Promotion Institutions.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	2						
CO2			2					3
CO3				3				2
CO4			3					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Export Incentives	Introduction of Export Incentives	B.N.1,2
2			Need for Incentives	B.N.1,2
3			Forms of Incentives	B.N.1,2
Assignment: Explain in detail about export incentives.				
CO:2				
LO: Understand the procedure of export and required documentation.				
4	2	New System of Export Assistance	Market-Based Exchange Rate	B.N.3,4
5			Fiscal Concessions	B.N.3,4
6			Take Concessions	B.N.3,
7			Methods of Calculation of Export Profits	B.N.3,4
8			Facilities Under EXIM Policy	B.N.3
9			5 Year Duration of Policy	B.N.3
10			Direction of Imports into Three Categories	B.N.3
11			EPCG Scheme, Duty Exemption Scheme	B.N.3
12			Advance Licenses	B.N.3
13			Special Imprest License, Pass Book Scheme	B.N.3,4
Assignment: Written assignment on reasons for exchange rate fluctuation.				
CO:1,2				
LO: Understand the government’s export promotion schemes and policies.				
14	3	Incentives to Trading House	Export Houses	B.N.2
15			Export Houses	B.N.2
16			Trading Houses	B.N.2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
17			Trading Houses	B.N.2
18			Star Trading House	B.N.2
19			Superstar Trading Houses	B.N.2
Assignment: Study on government incentive schemes.				
CO:4				
LO: Gain knowledge about incentive schemes and its importance to the exports.				
20	4	Other Facilities	Free Trade, Zones	B.N.1,2
21			100 Percent Export-Oriented Units	B.N.1,2
22			Assistance for Reducing the Price Disadvantage	B.N.1,2
23			Assistance in the Area of Marketing	B.N.1,2
24			Export Finance	B.N.1,2
25			Insurance of Risk	B.N.1,2
26			National Award	B.N.1,2
CO:3				
LO: Understand the structure and working of export promotion institutions				
27	5	Institutional Support	Department of Commerce Commodity Organizations	B.N.4
28			Service Institutions	B.N.4
29			Indian Council of Arbitration	B.N.4
30			Export Corporations	B.N.4
31			Trade Representatives Abroad	B.N.4
32			RBI, Warehousing	B.N.4
CO:4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understand the role and importance of EPC.				

VI: Book References:

1. Rathore, B.S. and Rathore, J.S. (1997). **Export Marketing**, Himalaya Publishing House, New Delhi.
2. Verma, M.L. (1988). **Foreign Trade Management in India**. Vikas Publishing House Pvt. Ltd., New Delhi
3. Varshney, R. L. and Bhattacharya, (1996). **International Marketing Management : An Indian Perspective**. Ninth Edition. Sultan Chand and Sons, New Delhi.
4. Jain, N.K. (2001). **How to Export**. A Nabhi Publication, New Delhi.

VII: Note:

1. There will be unit wise class tests/assignments/presentations of equal weightage.
2. There will be two to three major group assignments, group size 3-4, each group will be given separate topics for understanding the subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment For Export Incentives and Institutional Support**BFT VI Sem**

Goal : After the completion of the course students will be able to understand the need for incentives, the role of EXIM Policies of the government to support the export based industries.

Objective: The Objective of this course is to familiarize the students with various types of incentives provided by the government for promotion of exports and give information about institutions established to support exports from India.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
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.Students	.Students	.Students	.Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the need based incentive systems of the government. Students were able to articulate EXIM policies of the government to support the export based industries.	%.... students were accomplished and able to articulate some understanding towards the need based incentive systems of the government. Some of the students were able to articulate EXIM policies of the government to support the export based industries	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate any of the understanding towards the need based incentive systems of the government. None of the students were able to articulate EXIM policies of the government to support the export based industries

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan**

Subject: Export Pricing & Product Planning
Class: BBA(FT) VI Sem

Session: January - June

I: Objective of the Course:

The objective of the course is to develop conceptual clarity about pricing of exports & product planning so that proper pricing & product decisions could be made.

II: Examination:

30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III: Course Outcomes(CO):

CO1. To understand the factors of pricing decisions & methods of pricing.

CO2. To develop the conceptual clarity about pricing of exports through different pricing strategies.

CO3. Developing the conceptual understanding of product planning.

CO4. To develop the skills to learn the concepts of marketing & packaging in business.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			1				
CO 2			2			1		
CO 3	2					1		
CO 4						1	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Factors in Pricing Decisions	Factors in Pricing Decisions- Concept	B.N:5 , B.N:6, B.N:7
2			Price factors in International Marketing	
3			Non- Price factors in International Marketing	
4			Non- Price factors in International Marketing	
5			Presentation	

CO:1**LO:** Describe the factors of pricing decisions in international marketing.

6	2	Methods of Pricing	Cost Oriented Pricing	B.N:5 , B.N:6, B.N:7
7			Market Oriented Pricing	
8			Impact of Contract conditions on Pricing	
9			Impact of Contract conditions on Pricing	
10			Differential Export Pricing	

11			Differential Export Pricing	
12			International Dumping	
13			International Dumping	
14			Management Philosophy	

Assignment 1

CO:2

LO: Understanding international price setting mechanism using innovative pricing techniques.

15	3	Price Strategies	Market Penetration Strategy	B.N:5 , B.N:6, B.N:7
16			Market Penetration Strategy	
17			Probe Pricing Strategy	
18			Follow the leader Strategy	
19			Follow the leader Strategy	
20			Skim & cream Pricing	
21			Skim & cream Pricing	

22			Differential Trade margin Strategy	
23			Standard Export Pricing Strategy	
24			Standard Export Pricing Strategy	
25			Cheaper Price for Equipment & Higher Price for Spares Strategy	

Assignment 2

CO:3

LO: Describe the different pricing strategies for international pricing decisions.

26			Product Adaptation	
27			Factors affecting design changes	
28			Product life cycle & Standardisation	
29			Presentation	

B.N:5 ,
B.N:6,
B.N:7

CO:4

LO: Get to know about the concept of product planning and development.

30			Rules as to Marking	
31			Labeling Requirements of Interested Parties	
32			Factors to be considered in Packaging	

B.N:5 ,
B.N:6,
B.N:7

Second Group Assignment:**CO:5****LO:** Describe the concept of marking, labeling and factors of packaging.**VI: Book References:**

1. Verma & Agrawal, Foreign Trade Management.
2. Kravis & Lipsey, Price competitiveness in World Trade. International Trade Centre, Sources of Commodity & Product price information.
3. Varshney, R.L & Bhattacharya, 1996 International Marketing Management: An Indian Perspective, Ninth Edition Sultan Chand & Sons, New Delhi.
4. Rathore B.S & Rathore, J.S (1997) Export marketing, Himalaya Publishing House, New Delhi.
5. C. Ram Gopal, Export Import Procedures Documentation & Logistics, New Age International Publishers.
6. D.C Kapoor, Export Management, Vikas Publishing House Pvt. Ltd.
7. Francis Cherunilam, International Trade & Export Management, Himalaya Publishing House

VII: NOTE

1. There will be 5 unit wise class tests/assignments/presentations of equal weight age.
2. There will be two major assignments and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment will be on internal test basis.

VIII : Rubrics for Internal Assessment
BFT VISEm
605: EXPORT PRICING & PRODUCT PLANNING

Goal : Students will understand the significance and concepts of Export Pricing & Product Planning

Objective: To develop conceptual clarity about pricing of exports & product planning to enhance decision making skills.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
.... students are outstanding and able to understand and grab the Export Pricing & Product Planning fundamentals fully. Students had good understanding of concepts related to Pricing Decisions & Strategies, Product: Planning, Marketing & Packaging.	.... students are accomplished and able to articulate some perspectives of Export Pricing & Product Planning . Students had an insight and awareness about some concepts related to Pricing Decisions & Strategies, Product: Planning, Marketing & Packaging.	.... students are lacking in basic understanding of Export Pricing & Product Planning concept .	.... students are not able to understand and grab the Export Pricing & Product Planning fundamentals fully. Students need to develop understanding of concepts related to Pricing Decisions & Strategies, Product: Planning, Marketing & Packaging.

IX: Scheme of Internal Marks:

Class Participation	Internal Assessment	Total 150	Final Internal
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Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		Marks out of 30
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IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Foreign Collaboration and Multinationals****Session: Jan-Jun****Class: BBA (FT) VI Sem****I: Course Objective:**

The objective of the course is to study the role and contribution of foreign collaborators like Multinationals, Joint Ventures and foreign investors in India's foreign trade during recent years.

II: Examination

The faculty member will award internal marks out of 30. The semester examination will be carrying 70 marks having two sections A and B.

III: Course Outcomes(CO):

CO1. To study about the role of foreign collaborators like Multinationals in India

CO2. To understand about the contribution of foreign collaborators like Multinationals in India.

CO3. To examine and study about the joint ventures and foreign investors in India's foreign trade during recent years.

CO4. To study about India's foreign trade overall in terms of exports and imports.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	1					1		1
CO2						1		
CO3	2	3	3					1
CO4		1					1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Foreign Collaboration	Definition and meaning	BN.1/2/3/4/5
2			Nations Participating	BN.1/2/3/4/5
3			Areas of Operation	BN.1/2/3/4/5
4			Merits and Types	BN.1/2/3/4/5
5			Case Discussion	
CO:1				
LO: To study about the foreign collaborations and nations participating including their merits, demerits, types and areas of operation.				
6	2	Joint Ventures	Nature of Joint Venture	BN.1/2/3/4/5
7			Merits & Demerits	BN.1/2/3/4/5
8			Types of Joint Venture	BN.1/2/3/4/5
9			Foreign Joint Ventures in India & Abroad	BN.1/2/3/4/5
10			Role in Indian Foreign Trade	BN.1/2/3/4/5
Assignment Submission				
CO:3				
LO: To study about the nature and types of Joint Ventures including their merits and demerits with an illustration of Indian joint ventures and joint ventures of the abroad elaborating their overall role in Indian foreign trade.				
11	3	Multinational Corporation	Definition of MNC	BN.1/2/3/4/5
12			Dominance in World Trade	BN.1/2/3/4/5
13			Merits of MNC	BN.1/2/3/4/5
14			Demerits of MNC.	BN.1/2/3/4/5
15			Multinationals in India	BN.1/2/3/4/5
16			Reasons for growth of MNC	BN.1/2/3/4/5
17			Regulation of MNC's	BN.1/2/3/4/5
Assignment Submission				
CO:2				
LO: To study about Multinational Corporations (MNC's), their dominance in world trade, multinationals in India their regulations and reasons for their growth.				
18	4	Consultancy and Overseas Project	Introduction: Preliminary's for starting export business,	BN.1/2/3/4/5
19			Export Finance,	BN.1/2/3/4/5
20			Trade in Services,	BN.1/2/3/4/5
21			Trade & BOP of India,	BN.1/2/3/4/5

22			Export & Import of invisibles Items of Foreign Trade.	BN.1/2/3/4/5
23			Case Study Discussion	BN.1/2/3/4/5
CO:4				
LO: To study about the consultancy and overseas project broadly determine the export and import of invisible items of foreign trade.				
24	5	Problems to MNC's	Definition & Meaning of MNC	BN.1/2/3/4/5
25			Advantages & Disadvantages	BN.1/2/3/4/5
26			Control of MNC's	BN.1/2/3/4/5
27			Organization Structure of MNC's	BN.1/2/3/4/5
28			Problems to MNC's	BN.1/2/3/4/5
29			Problems from MNC's	BN.1/2/3/4/5
30			Class presentation	
31			Class presentation	
32			Class presentation	
CO:4				
LO: To identify the problems of MNC's which broadly includes the problems to MNC's and problems from MNC's.				

VI: Book recommended:

1. Rathore ,B.S. and Rathore. J.S.(1997).**Export Marketing**, Himalya Publishing House,New Delhi.
2. Varshney,R.L. and Bhattacharya , (1996) ,**International Marketing Management:An Indian Perspective** ,Nineth Edition.Sultan Chand and Sons,New Delhi.
3. Devendra Thakur,**International Business**.
- 4.Rao P.S., **International Business:Text & Cases**.
5. Cherunilan,F., **International Business**.

VII: Notes:

1. There will be several unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the theoretical concepts.
3. Regular attendance, Class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment**604: FOREIGN COLLABORATION & MULTINATIONALS**

Goal : Students will understand the significance and concepts of Foreign Collaboration & Multinationals

Objective: To study the role & contribution of foreign collaborators like Multinationals, Joint Ventures and Foreign Investors in India's Foreign Trade during recent years.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the foreign collaboration & multinationals fundamentals fully. Students had good understanding of concepts related to foreign collaboration, Joint Venture, MNC's: Growth &	%.... students are accomplished and able to articulate some perspectives of Foreign collaboration & multinationals . Students had an insight and awareness about some concepts related to foreign collaboration, Joint venture, MNC's: Growth &	%.... students are lacking in basic understanding of Foreign collaboration & multinationals concept .	%.... students are not able to understand and grab the Foreign collaboration & multinationals fundamentals fully. Students need to develop understanding of concepts related to foreign collaboration, Joint Venture, MNC's: Growth & Problems Faced, Consultancy, Export & Import.

Problems Faced, Consultancy, Export & Import.	Problems Faced, Consultancy, Export & Import.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

Mr. Arpan Shrivastava

Mr. KetanMulchandani

Ms. Kiran GehaniHasija

Mr. SaketRathi

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH IPS ACADEMY, INDORE
Lesson Plan

Subject: Foreign Exchange & Exchange Control**Session: January - June****Class: BBA (Foreign Trade) – VI Sem****I: Course Objective:**

The objective of this course is to explain to the student the role of foreign exchange, effects of exchange fluctuations, and exchange control regulations in relation to foreign trade.

II: Examination Scheme: 30 marks for internal evaluation. The assessment shall be done on the basis of test, case and assignments. External examination shall be of 70 marks having 8 questions out of which student has to attempt any five.

III: Course Outcomes(CO):

CO1 To explain the role of foreign exchange in setting international transactions.

CO2 To make students aware of the changes in exchange rate and regulation of risks involved.

CO3 Develop an understanding of exchange control system in management of foreign operations.

CO4 Evaluate cross-border investment opportunities in terms of devaluation of rupee

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	2	3	2					
CO2		2	3	2				
CO3	1	2	3				1	
CO4	2		2	1			3	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Foreign Exchange	Meaning and Need of Foreign Exchange	B.N. 2, 3
2			Role of Foreign Exchange in International Transactions	B.N. 2, 3
3			Importance of Foreign Exchange in Settling International Payments	B.N. 2, 3
4			Factors Affecting Foreign Exchange Transaction	B.N. 2, 3
5			Class Test	
Assignment: Submit Detailed Introduction on Foreign Exchange Mechanism in India				
CO:1				
LO: Analyze foreign exchange markets and its significance in international transactions.				
6	2	Exchange Rate Fluctuation	Meaning of Fluctuation	B.N. 2, 4
7			Factors Affecting Exchange Rate Fluctuation	B.N. 1, 2, 7
8			Effects of Exchange Rate Fluctuation on Price Level	B.N. 1, 2, 8
9			Effects of Exchange Rate Fluctuation on Risk Involved in Business	B.N. 3, 6
10			Effects of Exchange Rate Fluctuation on FDIs	
11			Means of Protection of Interest Risk Management	
Assignment: Group Presentation				
CO:2				
LO: Identify foreign exchange risk management and the techniques available to small business operators for risk exposure containment.				
12	3	Exchange Control	Meaning of Exchange Control	B.N. 1, 2, 5
13			Need and Importance of Exchange	B.N. 1, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Control	
14			FERA	B.N. 2, 3
15			FEMA	B.N. 1, 4
16			Government Intervention in Foreign Exchange Transaction	
17			Foreign Exchange Restriction on Importers	
18			Foreign Exchange Restriction on Exporters	
19			Effects of Foreign Exchange Restriction on Import	
20			Effects of Foreign Exchange Restriction on Export	
21			Effects of Exchange Restriction on Indian Trade	
22			Surprise Test	
Assignment: Written Assignment on Foreign Exchange Policy of India				
CO:3				
LO: Know what is exchange control, its Objectives of exchange control and how it determine exchange rates.				
23	4	Exchange Rate of Rupee	Exchange Rate of Rupee with Dollar, Pond, Yuro, Yen	B.N. 3, 4
24			World Recent Trends in Exchange Rate	B.N. 3, 4
25			Exchange Markets and Its Role	B.N. 3, 4
26			Types of Exchange in India	B. N. 3, 4
27			Types of Currency Markets	B.N. 5
28			Class Presentation on Exchange Rate Mechanism in India	
Assignment: Written Assignment on Currency Market and Exchange Rate Mechanism				
CO:2,3				
LO: Understand the determinants of foreign exchange rates.				
29	5	Devaluation	Meaning and Effects of	B.N. 2, 3, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Devaluation	
30			Devaluation V/S Quantitative Restriction	B.N. 2, 3, 5
31			Devaluation of Rupee in Recent Time	B.N. 2, 3
32			Impact of Devaluation on Foreign Trade	B.N. 2, 3
CO:4				
LO: Will understand the principles of Currency valuation in current scenario.				

VI: Book References:

1. Verma and Agrawal, **Foreign Trade Management**
2. Rathore, B.S. and Rathore, J.S. (1997), **Export Marketing, Himalaya Publising House, New Delhi.**
3. Jeevnandan, C. **Foreign Exchange: Practice, Concepts & Control, Sultan Chand & Sons, New Delhi**
4. Velayudhan, C. (1998), **Foreign Trade: Theory and Practice, Wheeler Publisher, New Delhi**
5. Apte, P.J., **International Financial Management, Tata McGraw Hill, New Delhi**

VII: Note:

1. There will be 5 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size of 4, each group will be given separate topics for to discuss and presentation which will increase the understanding and practical approach of towards subject.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment**BFT VI Sem****603: FOREIGN EXCHANGE AND EXCHANGE CONTROL**

Goal : Students will understand the significance and concepts of Foreign Exchange and Exchange Control Measures.

Objective: To explain students about the role of foreign exchange, effects of exchange fluctuations and exchange control regulations in relation to foreign trade.

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students are outstanding and able to understand and grab the foreign exchange & Control fundamentals fully. Students had good understanding of concepts related to exchange rate fluctuations, Price Levels, Foreign Exchange Restrictions, Exchange Markets, RBI, Devaluation of Rupee & its impact on Foreign Trade.	%.... students are accomplished and able to articulate some perspectives of foreign exchange & Control. Students had an insight and awareness about some concepts related to exchange rate fluctuations, Price Levels, Foreign Exchange Restrictions, Exchange Markets, RBI, Devaluation of Rupee & its impact on Foreign Trade.	%.... students are lacking in basic understanding of Foreign exchange concepts.	%.... students are unable to understand and grab the foreign exchange & Control fundamentals fully. Students need to develop understanding of concepts related to exchange rate fluctuations, Price Levels, Foreign Exchange Restrictions, Exchange Markets, RBI, Devaluation of Rupee & its impact on Foreign Trade.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total	Final Internal Marks out of 30
Presentation	Quiz	Assignment	Internal	VIVA		
Out of 30	Out of 30	Out of 30	Out of 30	Out of 30	150	

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** New Techniques in Multinational Marketing**Session:** Jan. – Jul.**Class:** BBA (Foreign Trade) – VI Sem**I: Course Objective:**

The objective of this course is to provide detailed information about the development of new techniques of foreign trade in the light of ongoing changes in the world economy.

II: Examination:

Students shall be evaluated on two components, internal and end semester examination. The Semester Exam shall be worth 70 marks, it will have two sections A and B.

III: Course Outcomes(CO):

CO1 To provide detailed information about the development of new techniques of foreign trade in the light of ongoing changes in the world economy.

CO2 To provide understanding of theories and conceptual frameworks that explain why and how firms internationalize.

CO3 To Apply the conceptual frameworks learned in this course in a real-life experiential learning project that comprises an analyses of international economic, institutional and market environments

CO4 To familiar with the nature and practices of international marketing and its dynamism from the domestic marketing models and approaches.

IV: PO-CO Mapping: High 3, Medium 2, Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		3			3	2	2
CO 2	3							
CO 3	1	1			2	1		
CO 4		1		1			2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Need for New Techniques	Need for New Techniques	B.N. 1, 3
2			Need for New Techniques	B.N. 1, 2
3			Introduction to Multinational Marketing	B.N. 1, 2
4			Introduction to Multinational Marketing	B.N. 2, 3
5			Regional Grouping	B.N. 1
6			Regional Grouping	B.N. 1, 3
7			Regulation of Foreign Exchange	B.N. 1, 4
8			Regulation of Foreign Exchange	B.N. 1, 2
9			Changing World Order	B.N. 1, 4
10			Uruguay Round	B.N. 3, 4
CO:1				
LO: Conduct an environmental scan to evaluate the impact of world issues on an organization's international business opportunities				
11	2	New Techniques	International Sub Contracting	B.N. 2, 3
12			International Sub Contracting	B.N. 1, 2
13			Joint Ventures and Foreign Collaboration	B.N. 1, 2
14			Joint Ventures and Foreign Collaboration	B.N. 1, 3
15			Joint Ventures and Foreign Collaboration	B.N. 1, 2
16			Wholly Owned Subsidiaries	B.N. 2, 4
17			Wholly Owned Subsidiaries	B.N. 3,4
18			Counter Trade Arrangements	B.N. 2, 3
19			Counter Trade Arrangements	B.N. 1, 3
20			Free Trade Zone	B.N. 1, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
21			Free Trade Zone	B.N. 2, 4
22			Free Trade Zone	B.N. 2, 3
23			Regional Grouping	B.N. 1, 3
24			Regional Grouping	B.N. 2, 3
25			International Control System	B.N. 2, 4
26			International Control System	B.N. 1, 3
27			Export Oriented Units	B.N. 2, 3
28			Export Oriented Units	B.N. 2, 4
29			Mergers and Acquisitions	B.N. 1, 5
30			Mergers and Acquisitions	B.N. 1, 2, 4
31			Strategic Alliance	B.N. 1, 4
32			Turnkey Contracts	B.N. 1, 3
Assignment: Find Out 2 Examples of Each Technique and Discuss in Detail.				
CO:2,4				
LO: : Identify and interpret the new techniques in multinational marketing				

VI: Book References:

1. UNCTAD, Export Policies in Developing Countries.
2. IMF Annual report, Exchange Restrictions.
3. UNCTAD, Trade Relation among Countries having Different Economies and Social System.
4. Srivastava, R.M., International Strategic Management

VII: Note:

1. There will be assignments of equal weightage, given to students.
2. There will be major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII : Rubrics for Internal Assessment For New Techniques in Multinational Marketing**BFT VI Sem**

Goal : Students will understand benefits of global marketing along with its various strategies for entering in International Market.

Objective: Students have conceptual and detailed information about the development of new techniques of foreign trade in the light of ongoing changes into the world economy

23-30 Marks	16-22 Marks	08-015 Marks	00-07 Marks
....Students	....Students	....Students	....Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand understanding of marketing theories and conceptual frameworks that explain why and how firms internationalize. Students provide an insight the conceptual frameworks learned in this course in a real-life experiential learning project that comprises an analyses of international economic, institutional and market environments. Students understood the impact of world issues on an organization's international business	%.... students were accomplished and able to articulate some perspectives of the impact of world issues on an organization's international business opportunities. and also able to understand understanding of marketing theories and conceptual frameworks that explain why and how firms internationalize	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate the ongoing changes in world economy along with the development of new techniques in multinational marketing.

opportunities.			
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 150	Final Internal Marks out of 30
Presentation Out of 30	Quiz Out of 30	Assignment Out of 30	Internal Out of 30	VIVA Out of 30		

IPS ACADEMY, INDORE
Department of Chemistry
M.Sc. Chemistry

Programme Outcomes

PO-1	Student will be professionally skilled in all major section of production, R & D, QC, QA. of Chemical & Pharmaceutical industries
PO-2	Student will be able to undertake research in emerging area of green environment, polymer & medicinal Chemistry.
PO-3	Able to apply mathematical methods, physical parameters, computational tools designing & synthesis of new molecule.
PO-4	Ability to analyze implement & evaluate the analytical problem & structure elucidation of organic & inorganic molecule through spectroscopic tools.
PO-5	Student gain knowledge of specific physical & Chemical properties and reaction mechanism that lead to discovery of new drugs.
PO-6	Able to develop functional knowledge of instrumentation & laboratory techniques to design , formulation & characterization of new drug.
PO-7	Able to employ critical thinking & scientific enquiry in performing design interpretation and documentation of laboratory experiments and various formulation to chemical & pharmaceutical industries.
PO-8	Student acquire fundamental aspect of all chemistry & able to solve all key environmental issue facing our society in energy & health.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Inorganic Chemistry Code (MCH): 401	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to acquaint the students with the basic theory, structure & bonding of coordination complexes and learn basic concept of acid & bases.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional questions carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes (CO):

- CO1 Develop criteria to predict structure and bonding of molecules.
- CO2 Student will learn fundamental of coordination chemistry and its application in allied field
- CO3 Acquire cognitive knowledge of properties, bonding and reaction mechanism of Inorganic Complexes
- CO4 Determine the application of hard & soft Acid Base with broad concept of various theories along with E & C equations

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	1	2	3	3		1
CO 2	2	3						3
CO 3	2	3	2	2	2			
CO 4	2	2	1		3		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Stereochemistry & Bonding in Main group Compound	Introduction and Postulates of VSEPR	B.No 1,2,5,6,3,7,12,13
2			Examples of VSEPR	
3			Walsh diagram for tri Atomic Molecule	
4			Walsh diagram for Penta Atomic Molecule	
5			dπ – pπ bond	
6			Bent rule Energetic of Hybridization	
7			Some simple reactions of covalently bonded molecules	
8			Energetic of Hybridization	
9			Solve and draw structure for various molecules	
CO: 1,3				
LO: Understand structure & bonding of various molecules on the basis of VSEPR theory & Walsh Diagram				
10	2	Metal Ligand Equilibrium in Solutions	Stability of Complexes & their Types	B.No.1,2,3,4,8,9, 13,15
11			Stepwise stability constant, its trends with example	
12			Factors Affecting Stability Constants -Metals	
13			Factors Affecting Stability Constants -Ligands	
14			Chelate Effect & its Thermodynamic origin	
15			Determination of formation constant	
16			Solve numerical based on Formation constant	
CO: 2, 3				
LO: Illustrate the mechanism and principle of formation constant of complexes and study factors affecting stability constant				
12	3	Reaction Mechanism of Transition Metal Complexes	Energy Profile of a reaction & reactivity of metal complex	B.No.1,2,3,4,5,7, 8,12,13,14
13			Application of Valence Bond Theories	
14			Kinetics of Octahedral Complexes	
15			Acid Hydrolysis & Factors affecting it	
16			Base Hydrolysis and Conjugate Base Mechanism	
17			Substitution Reaction in Square Planer Complexes	
18			Application of & Crystal Field theories	
19			Trans Effect: Theory & Example	

20			Trans Effect: Theory & Example	
21			Mechanism of Substitution Reaction	
22			Electron transfer reaction: one electron transfer	
23			Cross reaction	
24			Marcus Hush theory	
25			Inner Sphere Reaction	
26			Inner Sphere Reaction	
27			Outer Sphere Reaction	
28			Outer Sphere Reaction	

CO: 1 & 3**LO:** Enlighten the reaction mechanism & theory of different category of Inorganic complex

29			Crystal Field Theory	
30			Limitation of Crystal Field Theory	
31			Concept of Molecular Orbital Theory	
32			Linear Combination of Atomic Orbital	
33			Molecular Orbital Theory for Octahedral Complexes	
34	4		Molecular Orbital Theory for Octahedral Complexes example of High & low spin complexes	
35		Metal Ligand Bonding	Molecular Orbital Theory for Tetrahedral Complexes	B.No.1,2,3,7,8,12
36			Molecular Orbital Theory for Tetrahedral Complexes	
37			Molecular Orbital Theory for Square Planer Complexes	
38			Pi Bonding in Octahedral Complexes	
39			Examples of Tetrahedral Complexes	
40			Examples of Square Planer Complexes	
41			Group Assignments of Metal Ligand Bonding	

CO: 1,2

LO: Aquire knowledge of Principle and application of various theories of Metal Ligand Bonding				
35	5	Hard and Soft Acid & Bases	Theory, concept: Hard Soft Acid & Bases	B.No.1,2,3,4,8,9,12
43			Theoretical basis of Hardness & Softness	
44			Lewis Acid Base reactivity approximation	
45			Concept of Donor & Acceptor numbers.	
46			E & C equation and Application of Acid & Bases	
		Assignment- Based on applications of HSAB		
CO: 4				
LO: Understand Theories Application of Hard Soft Acid & Bases				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic Chemistry, F.A. Cotton and Wilkinson , John Wiley
2. Inorganic Chemistry, James E Huheey, Harpes & Row
3. Chemistry of the elements – N.N. Green wood and E Earn shaw, Pergamon
4. Magneto Chemistry, R I Carlin , Springer Verlag
5. Comprehensive Coordination Chemistry eds, G. Wilkinson , R.D. Gillars & J.A. Mc Cleverty, Pergamon
6. Inorganic Electronic Spectroscopy, A.B.P. Lever, Elsevier
7. Some Selected topics in Inorganic Chemistry , M.Malik, Madan , Tuli
8. Inorganic Chemistry , Gurdeep Raj
9. Inorganic Chemistry , P. W. Atkins
10. Modern Inorganic Chemistry: William L. Jolly
11. Principles of Inorganic chemistry : B.R. Puri, L.R. Sharma, K.C. Kalia
12. Advanced Inorganic Chemistry Volume _I: Satya Prakash , G.D. Tuli,S.K. Basu,R,D. Madan
13. Theoretical Principles of Inorganic Chemistry: G.S. Manku
14. Inorganic chemistry-Gurdeep Raj

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic Chemistry			
M.Sc Chemistry I Sem			
Goal : Students develop the ability to understand , analyze theories of structure Bonding , Coordination bonding, Hard & soft Acid & Bases. Topics include an overview of major fields of Coordination compounds VSEPR theory, Walsh diagram , Hybridization, Crystal Field theory, Molecular Orbital Theory , reaction mechanism , stability constant .Acid & Bases.			
Objective: Students gain the knowledge , basic concept, theories , structure & bonding of coordination complexes and learn basic concept of acid & bases.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the fundamental concept of structure bonding , theories, reaction mechanism and able to conclude it over various example .	% Students having the basic concept of theories coordination chemistry, acid & bases and reaction mechanism	% Students having understanding about different reaction mechanism & theories	% Students Need More Efforts for Solutions, practices , Remedial classes to learn Basics of all theories of Coordination Chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE

Lesson Plan

Subject	Organic Chemistry Code (MCH): 402	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to acquaint the students with optical activity of asymmetric and dissymmetric molecules, Basic idea about aliphatic nucleophilic reactions, aromaticity. Various reaction mechanism and conformational Analysis.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes (CO):

- CO1 Identify the various physical and chemical properties of organic compounds
- CO2 Understand chemical and molecular process that take place in organic chemical reaction.
- CO3 Predict major and minor product of variety of chemical reaction with appropriate stereochemistry and regiochemistry.
- CO4 Know and recall the fundamental principle of organic chemistry that includes chemical bonding, nomenclature, stereochemistry, structural isomerism and various reaction mechanisms.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	3	3		3
CO 2	2	2			3	2		2
CO 3	2	3		2	3		3	2
CO 4	2	3	3	3	1	2		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Nature of Bonding in organic Molecules	Delocalized chemical bonding-conjugation, cross conjugation and resonance.	B.N. 1,2 ,3&11
2			Hyper conjugation, bonding in fullerenes, tautomerism	
3			Aromaticity in benzenoid and non-benzenoid compounds, alternate and no-alternate hydrocarbon and huckel rule.	
4			Energy level of pi molecular orbital's, annuelenes, anti and homo aromaticity.	
5			PMO approach ,Bonds weaker than covalent-addition compound,	
6			Crown ether complexes and cryptands	
7			Inclusion compound , catenanes and rotaxnes.	
CO: 4				
LO: Knowledge about resonance, conjugation, concept of aromaticity and their properties.				
1	2	Stereochemistry	Strain due to unavoidable crowding, Elements of symmetry	B.N. 1,2 ,3&11
3			Chirality , molecules with more than one chiral atom and threo and ertho isomers.	
4			Method of resolution and optical activity. Enantiotpic and distereotopic atoms.	
5			Stereospecific and stereoselective synthesis. Asymmetric synthesis.	
6			Optical activity in the absence of chiral carbon.in biphenyl	
7.			Optical activity in the absence of chiral carbon. in in allenes and spiranes.	
8			Chirality due to helical shape	
9.			Stereochemistry of the compound containing nitrogen,sulphur and phosphorus	
CO: 4				
LO The reactivity and stability of an organic molecule based on structure, including Conformation and its stereochemistry.				

1	3	Conformational analysis and linear free relationship	Conformational analysis of cycloalkanes and decalines	B.N.1,2 , 3&11
2			Conformation on reactivity and conformation of sugars.	
3			Generation, structure, stability and reactivity of carbocation.	
4			Generation, structure, stability and reactivity of carboanions.	
5			Generation, structure, stability and reactivity of free radical.	
6			Generation, structure, stability and reactivity of carbene and nitrenes.	
7			The Hammett Equation	
8			Linear free energy relationship, substituents and reaction constants.	
9			Taft Equation.	

CO: 2

LO : Learn about linear free relationship, Hammett equation and its application and understand physical significance of substituent constant and reaction constant.

1	4	Reaction Mechanism	Type of mechanism and type of reaction	B.N.1 , 2,10&11
2			Thermodynamic and kinetic requirements and controls.	
3			The Hammonds postulates	
4			curtin- Hammett principle.	
5			Potential energy Diagram, Transition states and intermediates	
6			Methods of determining mechanism	
7			Isotopes Effects	

CO: 1,2

LO: Recognize the basic practical skill for the synthesis and analysis of organic compounds..

1	5	Aliphatic Nucleophilic Substitution	SN1 and SN2 reaction	
2			SN1 and SN2 reaction, mixed SN1 and SN2	
3			SET Mechanism	

4		Neighboring group mechanism, anchimeric assistance	
5		Neighbouring group participation by p and s bond	
6		Classical and non-classical carbocations	
7		Phenonium ion, norbornyl system and common carbocation rearrangements,	
8		Application of NMR spectroscopy in the detection of carbocation, and S _N i Mechanism	B.N.1, 2, & 8
9		Nucleophilic substitution at an allylic and aliphatic trigonal carbon.	
10		Nucleophilic substitution at a vinylic carbon.	
11		Reactivity effects of substrates structure, and attacking nucleophile.	
12		Reactivity effects of leaving groups and reaction medium.	
13		Phase transfer catalysis and ultrasound	
14		Ambident nucleophile and regioselectivity.	
		ASSIGNMENT ; Mechanism of nucleophilic substitution reaction	
CO: 3,4			
LO: Detail analysis of nucleophilic reaction and factor affecting influence mechanism with the effect of its stereochemistry			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Mechanism of organic reaction, Jagdamba Singh, Pragati Prakashan
2. Advance Organic chemistry, F.A Carey and R.J. Sunders, Plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry March, John Wiley
4. Structure and Mechanism in organic chemistry, C.K. Ingold, Cornell University
5. Organic chemistry, R.T. Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction, H.O. House, Benjamin
7. Principle of organic Synthesis, R.O.C. Norman and J.M. Coxon, Blackie Academic & Professional.
8. Reaction mechanism in organic chemistry, S.M. Mukherji and S.P. Singh, Macmillan.

- 9 Pericyclic Reactions S.M.Mukherji, Macmillan. India.
 10 Stereochemistry of organic compounds, D.Nasipuri, New age International
 11. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
 12 A guide Book to mechanism in organic chemistry, Peter Sykes, Longman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: ORGANIC CHEMISTRY			
MS.c Chemistry I Sem			
Goal : Students develop the ability to prepare and analyze the structure, properties, composition, reactions, and preparation of carbon containing compounds and their various reaction mechanism and stereochemical aspect.			
Objective: The objective of this course is to acquaint the students with optical activity of asymmetric and dissymmetric molecules, Basic idea about aliphatic nucleophilic reactions, aromaticity. Various reaction mechanism and conformational Analysis			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of optical activity of asymmetric and dissymmetric molecules, Basic idea about aliphatic nucleophilic reactions Various reaction mechanism and conformational Analysis. linear free relationship	% Students having the basic concept. Basic idea about aliphatic nucleophilic reactions Various reaction mechanism and conformational Analysis. linear free relationship	% Students having. Basic idea about aliphatic nucleophilic reactions	% Students Need More Efforts for basic Concept of reaction mechanism and conformational analysis

IX: Scheme of internal marks

			Final
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Class Participation			Internal Assessment		Total 100	Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE

Lesson Plan

Subject	Physical Chemistry Code (MCH): 403	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to teach the students the fundamentals of Thermodynamics, Quantum mechanics, Schrodinger equation and postulates of quantum mechanics.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes (CO):

- CO1 This course will teach the fundamentals of Thermodynamics and Quantum mechanics.
- CO2 Student will be able to design and understand theoretical chemistry software.
- CO3 Course will lead to the understanding of theory of molecular orbitals and their calculations.
- CO4 Course will teach Schrodinger equation and the postulates of quantum mechanics.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	1	2	3	3	3
CO 2	2		3	2		1	3	2
CO 3	2	2	2	3	3		2	2
CO 4	2	3	3	3	2	2	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to quantum mechanics	Schrodinger wave equation	B.N. 1
2			Postulates of Quantum mechanics	
3			Particle in a box theory	
4			Harmonic oscillator	
5			Rigid rotor	
6			Hydrogen and Helium atom	
7			Presentation	
CO: 1,4				
LO:Solutions of the Schrodinger equation to some model system.				
8	2	Approximate Methods	The Variation Theorem, Perturbation Theory	B.N1 &.2
9			Application of Perturbation Theory to the Helium atom	
10			Molecular Orbital Theory	
11			Huckle Theory of different conjugated systems	
12			Application to ethylene and butadiene	
13			Introduction to extended Huckle Theory	
14			Cyclopropenyl, radicals	
15			Radical cyclobutadiene	
16			Presentation	
CO: 3				
LO:Discussion of the Huckle theory and applications to butadiene.				
17	3	Angular Momentum	Ordinary and Generalized angular momentum	B.N.1&2
18			Eigen functions for angular Momentum,	
19			Pauli exclusion principle	
20			Spin, antisymmetry	
21		Eigen values for angular momentum operator		
22		Addition of angular momentum		
CO: 4				
LO:Students will learn the angular momentum basics to different Eigen functions.				
23	4	Classical Thermodynamics	Laws of Thermodynamics, Free energy	B.N.2
24			Potential molar free energy, Partial molar volume, Partial molar heat content and significance	
			Concept and determination of fugacity, Non ideal systems	
			Activity coefficient, Debye Huckle Theory	

25			Coefficient of electrolytic solutions	
26				
27			Determination of activity and activity coefficient	
28				
29			Ionic strength, Phase rule	
30			Application of phase rule to three components	
31				
32			Second order phase transitions	
33			Chemical potential and entropies	
34			Non ideal systems	
35			Excess functions for non ideal systems	
36			Presentation	
CO: 1,3				
LO: State and apply the laws of Thermodynamics.				
37			Concept of distribution, Thermodynamic probability	
38			Grand canonical and micro canonical ensembles	
39		Statistical Thermodynamics	Calculation of Thermodynamic properties in terms of Partition	
40	5		Fermi Dirac statistics, Applications of Partition functions	B.N.1 &2
41			Distribution law and applications to metal	
42			Bose- Einstein statistics distribution and application to helium	
43			Postulates of ensemble averaging	
44			Addition of partition function	
45			Presentation	
CO: 1, 4				
LO: Students will learn to perform the calculation using Thermodynamic cycles.				
		Assignment- Based on Thermodynamics and quantum mechanics		

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry, P.W. Atkins, ELBS.
2. Introduction to Quantum Chemistry, A. K. Chandra
3. Quantum Chemistry, Ira N Levine.
4. Coulson's Valence, R. Mc Ween.
5. Chemical kinetics K.J. Laidler.

6. Kinetics and Mechanism of chemical transformation, J. Rajaraman
7. Introduction to quantum Chemistry, R.K. Prasad
8. Introduction to polymer science, V.R. Gowariker.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Physical chemistry			
M.Sc Chemistry I Sem			
Goal : Students develop the ability to understand the fundamentals of Quantum mechanics, Thermodynamics and Schrodinger equation. The postulates of Schrodinger equation will be explained.			
Objective: The objective of this course is to teach the students the fundamentals of Thermodynamics, Quantum mechanics, Schrodinger equation and postulates of quantum mechanics.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Schrodinger wave equation, Postulates of Quantum mechanics, Laws of Thermodynamics, Free energy, Determination of activity and activity coefficient	Determination of activity and activity coefficient, Concept of distribution, Thermodynamic probability,	Grand canonical and micro canonical ensembles, Bose-Einstein statistics distribution and application to helium	Postulates of ensemble averaging, Addition of partition function, Fermi Dirac statistics, Applications of Partition functions

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE

Lesson Plan

Subject	Group Theory & Spectroscopy- Code (MCH): 404	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to acquaint the students with the basic principle, structure elucidation and characterization through spectroscopic methods via IR, Raman and microwave spectroscopy

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional questions carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of the concern topic.

III: Course Outcomes (CO):

- CO1 Identify the Basic component of spectroscopic principle, instrumentation and application.
- CO2 Demonstrate the working knowledge of IR, spectroscopy, Raman and electronic spectroscopy and describe how a spectrophotometer produces various spectral patterns.
- CO3 Gain the knowledge about molecular symmetry and operation.
- CO4 Knowledge about spectroscopic tools for structure elucidation.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	2	3	3	3
CO 2	3	3	2	3	3	3	3	2
CO 3	2	2	1	3	3	2	2	1
CO 4	3	2	2	3	3	3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Symmetry and group theory in chemistry	Symmetry elements and symmetry operation, definition of groups ,sub groups .	B.N 1
2			Conjugacy relation and classes .point symmetry groups ,schonflies symbols	
3			Representation of groups by matrices	
4			Character of a representation ,	
5			the great orthogonality theorem and its importance	
6			Character table and their use	
7			Derivation of character table for C _{2v} point group	
8			Derivation of character table C _{3v} point group	
9			Symmetry aspects of molecular vibrations of h ₂ o molecules	
CO: 3				
LO: Determination of symmetry elements , groups and sub groups of molecules and validates the application in IR spectroscopy				
1	2	Microwave Spectroscopy	Introduction and classification of molecules	B.N. 9 &10
2			Description of rigid rotor model	
3			Effect of isotopic substitution on the transition frequency.	
4			Intensities of microwave active compound.	
5			Concept of Non rigid rotor model	
6			Stark Effect	
7					Nuclear and electron spin interaction and effect of external field and its application.
CO: 1				
LO: Be able to interpret rotational spectra, get information about molecular dimension and atomic masses.				
1	3	Infrared Spectroscopy	Review of linear Harmonic oscillator	B.N.2
2			Vibration energies of diatomic molecules and Zero point energy	
3			Force constant, bond strength and anharmonicity	
4			Morse potential energy diagram	
5			Vibrational rotational spectroscopy and P,Q,R branches	
6			Breakdown of born oppenheimer approximation.	
7			Vibration of polyatomic molecules and selection	

			rules.	
8			Normal modes of vibration and group frequency.	
9			Over tones , hot bands and factor affecting band position and intenecsty	
10			Far IR Region and metal ligand vibration	
11			Normal coordinate analysis	
CO: 2				
LO: Analysis and interpretation of chemical structure of organic compound through IR spectra				
1	4	Raman spectroscopy	Classical and quantum theories of raman effect.	B.N.2
2			Pure rotational, vibrational and vibrational rotational raman spectra.	
3			Selection rules and mutual exclusion principle.	
4			Resonance Raman spectroscopy.	
5			Coherent anti stokes Raman spectroscopy (CARS)	
			Examples of Square Planer Complexes	
CO: 4				
LO: Analyses the physical approach of Raman spectroscopy..				
1	5	Electronic Spectroscopy	Energy levels and molecular orbitals	B.N.4
2			Vibronic transition , vibrational progression and geometry of excited states.	
3			Franck –codon principle	
4			Electronic spectra of polyatomic molecules	
5		Molecular spectroscopy	Emission Spectra and radioactive and non-radioactive decay	
6			Internal conversion and spectra of transition metal complexes	
7			Charge transfer spectra.	
8		Photoelectron spectroscopy	Basic principle of photo electron spectroscopy and photoelectric effect.	
9			Ionization process and Koopmans’s theorem	
10			photoelectron spectra of simple molecules	
11			ESCA and chemical information from ESCA	
12			Auger electron spectroscopy – basic idea	
CO: 1				

LO : Determine the structure of complex using electronic spectroscopy.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Chemical application of group theory, F.A. Cotton and Wilkinson , John Wiley
2. Spectroscopy C.K Banwell
3. Modern spectroscopy J.M. Hollas , John viley
4. Applied electron spectroscopy for chemical analysis D.H. Windawi
5. NMR,NQR,EPR and Mossbauer spectroscopy in inorganic chemistry.R.V Parrish,Ellies Harwood
6. Physical method in chemistry R.S. Drago Saunders College
7. Introduction to molecular spectroscopy G.M. Barrow, Mc graw Hill
8. Basic principle of spectroscopy R.Chang, Mc graw Hill
9. Introduction to photoelectron spectroscopy. P.K.ghosh, John Wiley
10. Spectroscopy H.Kaur

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Group theory &Spectroscopy

M.Sc Chemistry I Sem

Goal : The student gain knowledge about interaction of light with matter and able to understand different spectroscopic terms . Learns the basic idea about Emission and absorption.

Objective: The objective of this course is to acquaint the students with the basic principle , structure elucidation and characterization through spectroscopic methods via IR ,Raman and microwave spectroscopy			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of spectroscopic methods via IR ,Raman ,Electronic and microwave spectroscopy	% Students having the basic concept of spectroscopic methods via IR ,Raman ,Electronic spectroscopy	% Students having understanding about t Spectroscopic technique.	% Students Need More Efforts to understand the Basic Concept of spectroscopic technique

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE**

Lesson Plan

Subject	Mathematics for Chemist , Code (MCH): 405(a)	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course:

The aim of this course is to develop learning and understanding skills in students for the basic elements of mathematics. So students will be able to apply its application in their core subjects.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional questions carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

CO1: The emphasis of the unit is on developing the skill of applying existing mathematical problems to chemical problems.

CO2: Basic mathematical methods for solving chemical theory and modeling problems.

CO3: Determine the uncertainty in derived quantities and manipulate them to convert between units.

CO4: To provide a broad foundation of mathematics that stresses scientific reasoning and analytical problem solving perspective.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	3		3		3	
CO 2	2	2	2	2	3		2	
CO 3	3							
CO 4	3	3	3					3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Vectors and matrix algebra	Vectors, scalar and vector product	B.N. 1,2
2			Dot and cross product	
3			Triple and fourth product	
4			Problems on above topics	
5			Gradient , divergence curl	
6			Matrix algebra	
7			Definitions and operations on matrix	
8			transpose of matrix	
9			Adjoint of matrix	
10			Inverse and its problems.	
CO: 1				
LO1: Student will understand about the importance of elementary Vector algebra and Matrix Algebra in which vector addition, subtraction, vector product of three and four vectors, gradient divergence curl. As well as knowledge about Matrix addition, multiplication, inverse, adjoint and transpose. .				
11	2	Differential calculus	Functions, continuity and differentiability.	B.N. 1,2
12			Rules for differentiation	
13			Application of differentiation	
14			Problems on differentiation	
15			Maxima and minima	
16			Practice problems	
17			Bohr’s radius	
18			Maxwell’s distribution	
19			Practice problems	
CO: 2				
LO2: Students will get knowledge of elementary Differential calculus in which he learns about functions, continuity and differentiability, rules for differentiation. Application of differential calculus including Maxima and minima to calculate Bohr's radius and Maxwell's distribution.				
20	3	Integral calculus	Basic rules of integration	B.N. 1,2
21			Integration by parts	
22			Partial fraction and substitution	
23			Reduction formula	
24			Application of integral calculus	

25		Functions of several variables	
26		Partial differentiation	
27		Continuous transformation	
28		Practice problems.	

CO: 4

LO3: Students will also learn Integral Calculus in which basic rules, integration by parts, partial fractions and substitution. Reduction formula, applications of integral calculus. Student should know about functions of several variables, partial differentiation.

29	4	Elementary differential equation	First order and first degree differential equation	B.N. 1,2
30			Homogeneous and exact differential equation	
31			Practice problems	
32			Application to chemical kinetics	
33			Practice problems	
34			Second order differential equation	
35			Practice problems	
36			And their solutions	
37			Practice problems	

CO: 4

LO4: Students will also be able to know about elementary Differential equation after basic knowledge of differential calculus that includes first order and first degree differential equations, homogeneous, exact and linear equations. Applications to chemical kinetics.

38	5	Permutation and probability	Permutation and combination	B.N. 1,2
39			Practice problems	
40			Probability and probability theorem on average	
41			variance	
42			Root mean square deviation	
43			Practice problems	
44			Examples on above topics.	
45			Miscellaneous examples	

CO: 1, 3

LO5: Develop the skills to apply basic Permutation and Probability in which Permutation and combinations, probability and its theorems average, variance, root mean square deviations from kinetic theory of gases and fitting of curves.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. The chemistry mathematics book, E. Steiner, oxford university.
2. Mathematics for chemistry, Bhupendra singh, pragati edition.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Mathematics for Chemist			
M.Sc. I Sem.			
Goal: To provide a broad foundation of mathematics that stresses scientific reasoning and analytical problem solving perspective			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE

Lesson Plan

Subject	Biology for Chemist , Code (MCH): 405(b)	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to acquaint the students with the biological concept of Carbohydrates, Lipids, Amino acids and nucleic acid.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 Knowledge of multiple disciplines of biology and chemistry including cell biology, genetics and bio chemistry.
- CO2 To understand fundamental biochemical principles such as structure, function of molecular metabolic pathway and regulation of biological process.
- CO3 Awareness of major issues at the fore front of the discipline.
- CO4 Implement theoretical protocol and adapt them to plan and carry out simple investigation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3						1
CO 2	2	3			3		3	2
CO 3	3	2		1				2
CO 4	3	3			2		3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Cell structure and functions	Structure of prokaryotic and eukaryotic cells	B.N.2
2			Intracellular organelles and functions	
3			Comparison of Plant and animal cells	
4			Overview and functions	
5			Overview of metabolic process, catabolism and Anabolism	
6			Introduction to ATP, the biological energy currency	
7			Origin of life and Theories.	
8			Introduction to biomolecules	
9		Macromolecules		
10		presentation		
CO: 1,3				
LO: Understand the knowledge of cellular component and functions				
11	2	Carbohydrates	Conformation of Monosaccharide’s	B.N.1&2
12			Structure and function of important derivatives of monosaccharide’s	
13			Structure and function of Disaccharides	
14			Structure and function of Polysaccharides	
15			Cellulose and chitine	
16			Storage Polysaccharides, Starch and glycogen	
17			Structure and biological functions of glucosaminoglycanes of mucopolysaccharides	
18		Carbohydrates of glycoprotein’s and glycolipids.		
19		Roll of sugars in biological recognition, blood group substances and ascorbic acids.		
CO: 4				
LO: Understand the different classes of Carbohydrate , mono, di and polysaccharides				
20	3	Lipids	Fatty acids, essential fatty acids	B.N.2
21			Structure and function of tri acylglycerols	

22			Glycerophospholipids, Sphingolipids	B.N.2
23			Cholesterol, bile acids, prostaglandins	
24			Composition and functions of lipoproteins, Role in atherosclerosis, properties of lipids	
25			Aggregates Micelles, bilayers, liposomes, and their possible biological functions	
26			Biological membranes, fluid mosaic model of membrane structure	
27			Lipid metabolism, beta oxidation of Fatty acids	
CO: 1,3				
LO: Enlighten structure, biosynthesis, molecular modeling of proteins.				
28	4	Amino acids, Peptides and proteins	Chemical and enzymatic hydrolysis of proteins to peptides	B.N.1
29			Amino acids sequencing	
30			Secondary structure of Proteins	
31			Alpha helix, beta sheets and super secondary structures	
32			Triple helix structure of collagen	
33			Tertiary structure of protein folding and domain structures	
34			Quaternary structures	
35			Metabolic degradation and biosynthesis of amino acids, Sequence determination, Chemistry of Oxytocin and TRH Hormones	
CO: 2, 3				
LO: Study the structure of phospholipids and tri glycerides, Comparison between different types of Fats and the functions.				
36	5	Nucleic acids	Purines and pyrimidines, bases of nucleic acids	B.N. 1,2 &4
37			Structure of DNA and RNA	
38			Double helix model of DNA	
39			Forces responsible for holding DNA	
40			Chemical and Enzymatic hydrolysis of nucleic acid	
41			Chemical bases of Heredity	

42			Replication of DNA	
43			Transcription, Translation and Genetic code	
44			Chemical synthesis of mono and trinucleosides	
45			Presentation	
CO: 3				
LO: Describe the basic structure of nucleic acid and compare the structure of DNA and RNA.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Principle of biochemistry, A.L. Lehninger
2. Biochemistry, L. Stryer
3. Biochemistry, Voet and Voet
4. outlines of biochemistry, E.E. Conn and P.K. Stumpf

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Biology for Chemists			
M.Sc Chemistry I Sem			
Goal : Students will develop the ability to understand the structure, functions of Carbohydrate, Lipids, in different physiological process. The structure of RNA and DNA will be explained.			
Objective: The objective of this course is to acquaint the students with the biological concept of Carbohydrates, Lipids, Amino acids and nucleic acid.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Structure of prokaryotic and eukaryotic cells, Introduction to biomolecules, Storage Polysaccharides, Starch and glycogen, Overview of metabolic process, catabolism and Anabolism	Composition and functions of lipoproteins, Roll in atherosclerosis, properties of lipids, Structure and function of Disaccharides,	Composition and functions of lipoproteins, Roll in atherosclerosis, properties of lipids.	Chemical bases of Heredity, Transcription, Translation and Genetic code, Metabolic degradation and biosynthesis of amino acids, Sequence determination, Chemistry of Oxytocin and TRH Hormones
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Practical	Session: Jul-Dec
Class	M.Sc. – Chemistry I Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge and instrumental techniques of Chemistry.

II: Examination: The semester practical examination carrying 100 marks will have one section of Inorganic chemistry of 33 marks, second section Organic chemistry 33 marks and third section of 34 marks.

III: Course Outcomes (CO):

- CO1 Will acquire the understanding of laboratory methodologies and skill for the synthesis, purification and characterization of organic/inorganic compounds of moderate complexity, containing multiple functional groups, with some knowledge of considerations of reactivity.
- CO2 Carry out quantitative and qualitative analysis of organic/inorganic substances, and use the selected instrumental analysis techniques for the analysis.
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 To gain ability of taking observation, make conclusion, perform calculation by processing of raw data, reporting of result and maintenance of notebook using proper record-keeping procedures.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	2	2	3	2	3
CO2	3	3	3	3	3	3	2	3
CO3	3	3	3			3	3	3
CO4	3	3	2			3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-3		Practical Organic Chemistry	Purification and identification of compounds using TLC, chemical test	B.No 1
4-9			Acetylation, Nitration, Halogenation, Ploymerisation	
10-12			IR spectral analysis	
CO:				
LO: Gain the procedure of organic separations, preparations, identification of components & developed the various rout of recrystallization.				
13-16		Practical Inorganic chemistry	Qualitative and quantitative analysis of different metal ions	
17-20			Separation and identification of different metal ions.	
21-26			Synthesis of different Inorganic complexes.	
CO:				
LO: Understand the preparation & characterization of inorganic complexes, enlightening qualitative and quantitative estimation of metal ions.				
27-30		Practical Physical chemistry	Error analysis and statistical data analysis	B.No.1,2
31-33			Phase diagram of three component systems	
34			Determination of congruent temperature of binary systems	
35			Determination of activation energy	
CO:				
LO: The Lab course will teach the reaction rates and calculations of activation energy of the systems.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogel's textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Inorganic Chemistry , Code (MCH): 406	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: The objective of this course is to acquaint the students with the concept of electronic structure of molecules and Preparation of Inorganic compounds.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 This course deals with the explanation of atomic and electronic structure of molecules.
- CO2 Course will discuss the synthetic preparation and structural elucidation of inorganic compounds.
- CO3 Students will be able to explain the structure and bonding in molecules and crystal structures.
- CO4 Course deals with metal clusters and magnetic properties of transition metal complexes.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2	2	3	2	3	3	3
CO 2	3	3	3	3		2	3	
CO 3	2		3	2	3		2	
CO 4		3		3	3	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Electronic Spectral studies of Transition Metal complexes	Spectroscopic ground states	B.N.1& 2
2			Orgel and Tanabe Sugano diagram	
3			Selection rule for electronic spectroscopy	
4			Intensity of various types of electronic transitions	
5			Calculation of 10 Dq, B and beta parameters	
6			Charge transfer spectra	
7			Correlation diagram	
8			Transition metal complexes	
9					Calculation of different parameters
10		presentation		
CO: 1,3				
LO:Students will be able to understand the structure and bonding of transition metal complexes.				
11	2	Magnetic properties of Transition metal complexes	Introduction of Magnetic properties	B.N.1&2
12			Anomalous magnetic moments	
13			Quenching of Orbital contribution	
14			Orbital contribution to Magnetic moment	
15			Magnetic exchange coupling	
16			Spin crossover	
17			Calculation of spin quantum no.	
18		Magnetic moment		
19		Presentation		
CO: 4				
LO:Discussion of the magnetic properties of metal complexes and magnetic exchange coupling.				
20	3	Metal complexes	Metal carbonyl, structure and bonding	B.N.2
21			Vibrational spectra of metal carbonyls	
22			Important reactions of metal carbonyls	
23			Preparation, bonding and structure of transition metal nitrosyls	
24			Dinitrogen and dioxygen complexes	

25			Tertiary phosphine as ligand	
26			Structure of Transition metal complexes	
27			Structural elucidation	
CO: 1,3				
LO:Compare different depreciation methods, including straight-line methods, and written down value method.				
28	4	Metal clusters	Higher boranes	B.N.1
29			Carboranes	
30			metalloboranes	
31			Compounds with metal-metal multiple bonds	
32			Metallocarboranes	
33			Examples of different metal complexes	
34			Presentations	
CO: 2, 3				
LO:Demonstrate the recording of business transactions, preparing accounting adjustments, construct financial statements, and close the books for the accounting period in accordance with Generally Accepted Accounting Standards.				
35	5	Optical Rotatory Dispersion and circular Dichroism	Linearly and circularly polarized lights	B.N.1,2 & 6
36			Optical rotatory power and circular birefringence	
37			Elipticity and circular dichroism	
38			ORD and cotton effect	
39			Faraday and Kerr effects	
40			Assignment of electronic transitions.	
41			Absolute configuration of complexes	
42			Isomerism due to non planarity of chelate rings	
43			Applications of ORD	
44			Applications of CD	
45		presentation		
CO: 3				

LO: Students will learn the circularly polarized lights, Faraday effects and assignment of electronic transition.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic chemistry, F.A. Cotton and Wilkinson
2. Inorganic chemistry, J.E. Huheey, and Row.
3. Chemistry of the elements, N.N. Greenwood.
4. Inorganic Electronic Spectroscopy, A.B.P. Lever
5. Magnetiochemistry R. I. Carlin
6. Comprehensive coordination chemistry, Wilkinson

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic Chemistry			
MSc II Sem			
Goal : Students develop the ability to understand the electronic structure of Inorganic complexes. Synthesis and structural elucidation of Inorganic compounds will be explained.			
Objective: The objective of this course is to acquaint the students with the concept of electronic structure of molecules and Preparation of Inorganic compounds.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Spectroscopic ground states, Orgel and Tanabe Sugano diagram, Intensity of various types of electronic transitions, Anomalous magnetic moments	Metal carbonyl, structure and bonding, Vibrational spectra of metal carbonyls, Preparation, bonding and structure of transition metal nitrosyls	Higher boranes, Carboranes, Compounds with metal-metal multiple bonds, Linearly and circularly polarized lights	Linearly and circularly polarized lights, Absolute configuration of complexes, Faraday and Kerr effects
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Organic Chemistry , Code (MCH): 407	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: The objective of this course is to acquaint the students with optical activity of asymmetric and dissymmetric molecules, Basic idea about aromatic electrophilic and nucleophilic reactions , pericyclic ,addition reaction and free radical reaction .Various reaction mechanism and conformational Analysis.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes (CO):

- CO1 To predict the reaction mechanism of various type of organic reaction like addition, substitution, elimination reaction
- CO2 The planning and implementation of advanced organic reactions.
- CO3 To know the chemistry of different classes of organic compound used as precursor compound for the design and synthesis of new material.
- CO4 Job in research and development in industry pharma companies, analytical associates, synthetic organic chemist.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	2	3	3		2
CO 2	3	2	3	3	3			
CO 3	2	3		3	3		2	
CO 4	2	2	2	3	2		3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Aromatic Electrophilic Substitution And Aromatic Nucleophilic substitution	The arenium ion mechanism, orientation and reactivity and energy profile diagrams.	B.N. 1,2,3 &11
2			Ortho/Para ratio, IPSO attack, Orientation in other ring systems	
3			Quantitative treatment of reactivity in substrate and electrophile, Diazonium Coupling	
4			Vilsemeir reaction, Gatterman-Koch reaction,	
5			SNar and SN1 Mechanism.	
6			Benzyne mechanism Reactivity effect of substrate structure, leaving group	
7			Reactivity effect of attacking nucleophile, The Von Richter reaction.	
8			Sommelet Hauser and smiles rearrangement.	
CO: 1				
LO: To know about eletrophilic and nuceleophilic substtitution reaction of aromatic compounds..				
1	2	Free Radical Reactions	Types of free radical reaction, free radical mechanism, mechanism at aromatic substrates.	B.N.1,2,3& 11
3			Neighboring group assistance, Reactivity for aliphatic and aromatic substrate at bridgehead.	
4			Reactivity in the attacking radicals. The effects of solvents on reactivity.	
5			Allylic Halgenation (NBS), Oxidation of aldehydes to carboxylic acids	
6			Coupling of alkynes and arylation of aromatics compound by daizonium salts,	
7.			Hunsdiceker reaction, Free radical rearrangements and sandmeyer reaction	
CO:				
LO : The reactivity and stability of an organic molecule based on structure, including Conformation and its stereochemistry				
1	3	Addition reaction	Mechanistic and stereo chemical aspects of addition reactions involving nucleophile.	B.N.1,2
2			Mechanistic and stereochemical aspects of	

		addition reactions involving electrophile and free radicals.	
3		Regio and chemo selectivity, orientation and reactivity	
4		Addition to cyclopropane ring. Hydrogenation of double and triple bonds	
5		Hydrogenation of aromatic rings, Hydroboration.	
6		Michael's reaction	
7		Sharpless asymmetric epoxidation.	

CO: 2

LO: Reaction of simple unconjugated alkenes with electrophile and converting carbon-carbon double bond to other functional group and mechanism and stereochemistry of addition reaction.

1			Mechanism of metal hydride reduction of saturated and unsaturated carbonyl compounds, acid ester and nitriles.	
2			Addition to Grignard Reagents, organozinc reagents to carbonyl and unsaturated carbonyl compounds.	
3			Organolithium reagents to carbonyl and unsaturated carbonyl compounds and Wittig reaction.	
4			Mechanism of condensation reactions involving enolates-aldol	
5			Knoevenagel and Claisen reaction with their mechanism	
6			Mannich and benzoin reaction with their mechanism	
7			Stobbe and Perkin reaction with their mechanism	
8			Hydrolysis of esters and amides and ammonolysis of ester.	
9			The E1, E2, E1cB mechanism with their spectrum.	
10			Orientation of the double bond, Reactivity effect of substrate structure.	
11			Reactivity effect of leaving group and medium, Mechanism and orientation in pyrolytic elimination	

B.N.1 &3

CO: 1,2

LO: Learn about hydrogenation and hydrogenated catalysts, asymmetric hydrogenation also analysis of hydrogenation reaction for alkenes, alkynes or aromatic ring and elimination reaction and factor affecting.

1	5	Pericyclic Reactions.	Molecular Orbital symmetry , Frontier orbital of ethylene	B.N.1 &9
2			Frontier orbital of 1,3-Butadiene and 1,3,5-Hexdiene and allyl system	
3			Classification of pericyclic Reactions, Woodward-Hoffmann correlation diagrams	
4			FMO and PMO approach	
5			Electrocyclic reactions- conrotatory and disrotatory motions. $4n, 4n+2$ systems.	
6			Cycloaddition-antarafacial and suprafacial additions. $4n$ and $4n+2$ systems.	
7			2+2 addition of ketenes, 1,3 dipolar cycloadditions and cheletropic reactions.	
8			Sigmatropic rearrangements – Suprafacial and antarafacial shifts of H	
9			Sigmatropic involving carbon molecules 3,3 and 5,5 - Sigmatropic rearrangements	
10			Claisen , cope and aza-cope rearrangements	
11			Fluxional tautomerism and Ene reaction.	
CO: 1,2				
LO: Know about pericyclic reaction and evaluate application of Woodward Hoffmann rule and analyze type of pericyclic mechanism in organic reaction				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Mechanism of organic reaction ,Jagdamba Singh , Pragati prakashan.
2. 1Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold,Cornell University
5. Organic chemistry,R.T.Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction.H.O.House,Benjamin
- 7.Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic &Professional.
8. Reaction mechanism in organic chemistry,S.M.Mukherji and S.p.singh, Macmillan.
- 9 Pericyclic Reactions S.M.Mukherji ,Macmillan. India.
- 10Stereocheemistry of organic compounds, D.Nasipuri,New age International

11. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
 12 A guide Book to mechanism in organic chemistry, Peter Sykes, Longman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: ORGANIC CHEMISTRY			
M.Sc. II Sem			
Goal : Students develop the ability to prepare and analyze the structure ,properties,compostion, reactions ,and preparation of carbon containing compounds and their various reaction mechanism and stereochemical aspect.			
Objective :The objective of this course is to acquaint the students with optical activity of asymmetric and dissymmetric molecules, Basic idea about aromatic electrophilic and nucleophilic reactions , pericyclic ,addtition reaction and free radical reaction .Various reaction mechanism and conformational Analysis.			
16-20 Marks		06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept pericyclic reaction, various addition and aromatic substitution reaction .free radical reaction with their mechanism.	% Students having the basic concept of. aromatic substitution reaction .free radical reaction with their mechanism	% Students having understanding about various reaction mechanisms.	% Students Need More Efforts to understand the different type of reactions with their mechanism.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Physical Chemistry , Code (MCH): 408	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: The objective of this course is to develop understanding the concept and ability to deduce enormous applications of rate equation , surface Chemistry , Macromolecules, Non Equilibrium Thermodynamics & Electrochemistry .

II: Examination : The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 Examine basic principle of Kinetics, CMC, Macromolecule, Electrochemistry, Irreducible thermodynamics
- CO2 Investigate and understand the current perception of electrochemistry, surface chemistry and Kinetic study at molecular level.
- CO3 Develop an ability to use concept and mathematical tool to derive equation for various atoms & molecule.
- CO4 Analysis and interpretation of experimental data using Physiochemical Theories.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			3	2	2	2
CO 2	3	3			2	3	3	1
CO 3	2	3	3	3	1	3	3	2
CO 4	3	2	2		2	3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Chemical Dynamics	Method of Determining Rate laws	B. No.1,2,3,4,12,
2			Collision Theory & concept of Steric factor	
3			Arrhenius Equation	
4			Activated Complex Theory –Derivation and Thermodynamic Formulation	
5			Ionic Reaction	
6			Kinetic salt Effect	
7			Treatment of Unimolecular reaction	
8			Dynamic chain reaction –Hydrogen Bromine reaction & Hydrogen Chlorine reaction	
9			Homogenous catalysis	
10			Fast reaction by Nuclear Magnetic resonance method, Flash photolysis Fast reaction by Flow method & Relaxation Method	
CO: 1,2,3				
LO: Employee Eyring & Collision theories to solve and derive rate of reaction for various molecules				
11	2	Surface Chemistry	Surface tension & Capillary Action	B.No.1,2,3,4,5,6
12			Derivation of Laplace Equation, Kelvin Equation	
13			Gibbs Adsorption Isotherm, Derivation of BET Equation ,Electro kinetic phenomena	
14			Surface Active reagent concept & classification Micellization -concept,	
15			CMC , Factors affecting the CMC of surfactant ,Counter ion binding to micelles	
16			Thermodynamics of Micellization	
17			Phase action & Mass action modeling	
18			Reverse Micelles	
19			Solublization & Micro emulsion	
CO: 2, 3				
LO: Abstract the knowledge of Adsorption, surfactant, Micelle and test the validity of various isotherm				
20	3	Macro Molecules	Polymer : Definition & types	B.N.1,2,3,4,5,6, 9
21			Electrically Conducting & Fire resistant Polymer	
22			Liquid Crystal polymer	
23			Kinetics of polymerization	

24		Mechanism of Polymerization	
25		Concept of Molecular mass & Number of polymer	
26		Determination of Molecular mass by Osmometry Viscometry, Light Scattering	
27		Determination of Molecular mass by Diffusion of light	
28		Calculation of average dimension of various chain structures	

CO: 1,2 & 3**LO:** Acquire knowledge of Polymerization and determination of Molecular weight of polymers

29	4	Non Equilibrium Thermodynamics	Thermodynamics criteria for Non equilibrium states	B.No.1,2,3,10
30			Entropy production and Entropy flow: concept	
31			Heat flow & Matter flow for Non Equilibrium Thermodynamics	
32			Transformation of generalized forces & fluxes	
33			Non Equilibrium stationary state	
34			Phenomenological Equations, Electro kinetic phenomena	
35			Microscopic reversibility, Onsager's Reciprocity relation, Diffusion & Electric Conduction	

CO: 1,2**LO:** Develop fundamentals of Entropy production and validate Phenomenological equation for Irreversible process.

36	5	Electro Chemistry	Debye Huckel Onsager treatment & its extension, Ion solvent Interaction	B.No. 8,10,5,6,
37			Debye Huckel Jerum Mode, Thermodynamics of electrified interface equation	
38			Electro Capillarity: concept & Derivation , Surface Active phenomena	
39			Derivation of Lippmann Equation	
40			Method of determination of surface excess, Structure of Electrified Interfaces	
41			Over potential , Exchange current density,	
42			Derivation of Butler Volmer Equation, Tafel Plot	
43			Effect of light at semiconductor solution interfaces	

44		Paleography Theory: Theory & Instrumentation, Ilkovic Equation	
45		Half wave potential and its significance	
CO: 4			
LO: Enlighten the knowledge of Polar graph, Over potential, Semiconductor, half wave potential and mathematical derivation of their study			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical chemistry R.A.Alberty, Wiley Eastern ltd.
2. Physical chemistry puri Sharma and pathanis vikas publications new delhi
3. molecular spectroscopy sukumar,MJP publishe
4. Physical chemistry : P.W.Atkins
5. Physical chemistry : Gurdeep Raj
6. Physical chemistry : Gurtu & Gurtu
7. Physical chemistry : P. Glasston
8. ElectroChemistry : vol I & II J.O. M Bockris. and A.K. N. Reddy
9. Introduction to polymer Science:V. R. Gowarikar , N.V. Vishwanathan
10. Mechenism of Chemical Transformaton : J. RajaRaman & J.Kuriaconc
11. Chemical Kinetics K. J .Laidler

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment
Subject: Physical Chemistry
M.Sc I Sem
Goal : Students develop the ability to understand ,fundamental , theories, application of Chemical Kinetics, Surface Chemistry, Adsorption, Non equilibrium states, Polarographic theory, Half wave potential, Butler Volmer equation, Unimolecular reactions, Photo chemical reactions.

Objective: The objective of this course is to develop understanding the concept and ability to deduce enormous applications of rate equation , surface Chemistry , Macromolecules ,Non Equilibrium Thermodynamics & Electrochemistry .			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Electrochemistry ,polarography, macromolecules, Rate equation, theories, Surface equation and able to apply it in the form of solution and make its practical utility	% Students having the basic concept of Rate equation and theories of Kinetics, adsorption, Onsager's equation, Electrochemical equation.	% Students having understanding about Molecules of Chemical Dynamics, Adsorption , polymers.	% Students Need More Efforts for Solution and Basic Concept of Electrochemistry, Surface Chemistry ,Kinetics

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE

Lesson Plan

Subject	Spectroscopy II & Diffraction Method, Code (MCH): 409	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: Description of the theory and combine concepts of techniques and applications of NMR, NQR and ESR and electronic spectroscopy

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

CO-1	Broad and detailed overview of state of art spectroscopic methods used in chemistry for structure elucidation and analysis of unknown samples.
CO-2	Description of the theory and combine concepts of techniques and applications of NMR, NQR and ESR spectroscopy.
CO-3	Fundamental and advanced knowledge about the interaction of electromagnetic radiations with matter and electron diffraction patterns.
CO-4	Be able to solve problems related to the structure property purity and concentration of chemicals and to study molecular interpretation by choosing suitable spectroscopic methods and corresponding data.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	3	3	
CO 2	3	3	3	3		3	2	
CO 3	2	3	3	2		3	3	3
CO 4	3	2	2	3		2	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Nuclear Magnetic resonance spectroscopy	Nuclear spin , nuclear resonance and saturation.	B.N 1
2			Shieldling of magnetic nuclei,	
3			Chemical shift and its measurements	
4			Factors affecting chemical shift	
5			Deshielding effect	
6			Spin-spin interactions	
7			Factors affecting coupling constant J	
8			Classification of NMR spectra	
9			Spin decoupling and instrumentation	
10			NMR studies of nuclei other than proton ¹³ C, ¹⁹ F, ³¹ P ,FT- NMR and its advantages	
CO: 2				
LO: Explain principle spectrum and outline of elemental analysis technique. Interpretation of HNMR spectra and determine the magnetic properties of spinning nuclei by NMR.				
1	2	Nuclear Quadrupole resonance spectroscopy	Introduction of Quadrupole nuclei, Quadrupole moment	B.N.2
2			Electric field gradients	
3			Coupling constant	
4			Splitting and application.	
CO: 2				
LO: NQR offers unique means for the study of structural, dynamics and chemical bonding in solids. To determine the quadruple element and density of matrix				
1	3	Electron spin resonance spectroscopy	Basic principle of ESR, Zero field splitting	B.N.1
2			Kramer’s degeneracy	
3			Factor affecting G value	
4			Isotropic and anisotropic hyperfine coupling constants.	
5			Spin Hamiltonian	
6			Spin Densities & Mc Connel Relationship	
7			Far IR Region and metal ligand vibration	
8			Normal coordinate analysis	
CO: 3				

LO: Employs the ESR as analytical tool for structure Elucidation. Understand the magnetic properties of spinning electron..				
1	4	X Ray Diffraction	Bragg’s Equation, Miller Indices	B.N. 10
2			Laue Method & Bragg Method	
3			Debye Shirer Method , Identification of unit cell	
4			Structure of simple lattice & X ray intensity	
5			Description of procedure for an X ray structure analysis	
6			Absolute configuration of Molecule	
CO: 1				
LO: Gains the knowledge about basics and theoretical concept of X-rays diffraction. To know the process of crystal structure analysis.				
1	5	Electron Diffraction	Scattering Intensity Vs Angle	B.N 9
2				
3			Wierl Equation	
4				
5			Measurement Techniques	
6			Structure Elucidation of gas phase molecule	
7		Neutron Diffraction	LED & Structure of surfaces	
8				
9			Scattering of neutron by solid measurement technique	
10			Structure elucidation of magnetically ordered unit cells	
11				
12				
CO: 3				
LO: To know the basic principle and measurement technique of electron and neutron diffraction along with their application				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Chemical application of group theory, F.A. Cotton and Wilkinson , John Wiley
2. C.K Banwell
3. Modern spectroscopy J.M. Hollas , John viley
4. Applied electron spectroscopy for chemical analysis D.H. Windawi
5. NMR,NQR,EPR and Mossbauer spectroscopy in inorganic chemistry.R.V Parrish,Ellies Harwood
6. Physical method in chemistry R.S. Drago Saunders College
7. Introduction to molecular spectroscopy G.M. Barrow, Mc graw Hill
8. Basic principle of spectroscopy R.Chang, Mc graw Hill
9. Introduction to photoelectron spectroscopy. P.K.ghosh, John Wiley
10. Spectroscopy H.Kaur

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Spectroscopy II and diffraction Methods			
M.Sc. Chemistry II Sem			
<u>GOAL</u> :-Broad and detailed overview of state of art spectroscopic methods used in chemistry for structure elucidation and analysis of unknown samples.			
Objectives :-Description of the theory and combine concepts of techniques and applications of NMR, NQR and ESR and electronic spectroscopy.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of spectroscopic techniques and applications of NMR, NQR and ESR, X-ray electron, neutron diffraction spectroscopy.	% Students having the basic concept of spectroscopic techniques applications of NMR,	% Students having understanding about Application and technique of spectroscopy	% Students Need More Efforts to understand the Basic Concept of spectroscopy and its application.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Mark Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Computer for Chemist , Code (MCH): 410	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: The objective of this course includes the knowledge of basic computing concept , security measure and ability to use popular soft ware application to produce documents, spread sheets , presentation and also to manage file & folder and retrieving data.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic

III: Course Outcomes (CO):

- CO1 Gain knowledge to design & developed principles in the construction of software system of varying complexity.
- CO2 Knowledge to use current techniques, skills & tools necessary for computing practicals
- CO3 Use of Microsoft office program to create personal academic document according to industry & professional standard.
- CO4 To knowledge of computer science to the identification, analysis & solution of chemistry problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3					
CO 2	3	2	3	2		3	3	2
CO 3	3						2	
CO 4	2	1	1		2	2	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction to Computer & Computing	Basic Structure & functioning of computer with a PC as Example	B.No. 1,2,3
2			Memory Input Output device	
3			Secondary storage Computer language	
			Operating System -DOS	
4			Introduction to UNIX & Windows	
5			Principle of Programming Algorithm	
6			Principle of Flow Chart	
CO: 1				
LO: To learn basic principle of using windows operating system				
7	2	Computer Programming FORT|AN/C/BAS IC	Introduction to Fortan	B.No.1,2,3
8			Element of Computer Language	
9			Constants & Variable	
10			Operation & Symbol Expression	
11			Arithmetic Assignment statement, Input & Output	
12			Termination & Branching Statement –IF or GO	
13			Double precision & Subscripted variable	
14			Dimension variable	
15			DO statement FUNCTION AND SUB ROUTINE	
16			COMMON and DATA Statement	
CO: 1,2				
LO: Apply fundamental programming concepts & evaluation of various operations in C..				
17	3	Programming in Chemistry	Developing of small computer code using C Language	B.No.2,3
18			Formula in Chemistry – Vander waal Equation	
19			Formula in Chemistry-Chemical Kinetics, Determination of Rate Constant	
20			Formula in Chemistry- Radio Active Decay(Half & Average rate	
21			Determination of Molarity Normality of Solution	
22			Evaluation of Electro negativity of atom	
23			Experimental determation of moleculer weight & Lattice Energy	

24			Calculate percentage of Element of Organic Compound using data		
25			Representation of molecule in term of Elementary structural features-Bond Length & Bond Angle		
CO: 1,2					
LO: To developed small computer program based on physical chemistry with the help of FORTAN language					
26	4	Use of Computer programmes	Operation of PC data processing	B.No.1,2,3	
27			Running of standard programme & package- MS Word		
28			Running of standard programme & package- MS Excel		
29			Chart formation & calculation		
30			Plotting X Y plot & calculation		
31			Simpson’s Numerical Integration method		
32			Computer programming for Chemistry Lab Experiments		
33			Computer programming for Chemistry Lab Experiments		
34			Computer programming for Chemistry Lab Experiments		
CO: 1,3					
LO: Gain knowledge of computer program with special emphasis on MS word & MS Excel					
35	5	Internet	Application of Internet for Chemistry with search engine	B.N.1,3	
36			PDF- Concept & Application		
37			PDF- Concept & Application		
38			JPG- Concept & Application		
39			RTF- Concept & Application		
40			Bitmap- Concept & Application		
41			Web camera		
42			Scanning		
43			OMR		
44			Practicals on programming Language		
45			Practicals on programming Language		

CO: 4
LO: Develop skills of internet protocol and enlightening various types of files.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fundamental of Computers –V.Raja Raman
2. Computer in Chemistry –K.V. Raman
3. Computer programming in FORTRAN IV-V RajaRaman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject:Computer for Chemist

M.Sc II Sem

Goal : Students develop the ability to understand ,fundamentals , theories, application of basic computer principle, Operating system, different languages, maintaining documentations, files & folder and have practical application.

Objective: The objective of this course includes the knowledge of basic computing concept , security measure and ability to use popular soft ware application to produce documents, spread sheets , presentation and also to manage file & folder and retrieving data

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept computing concept, language Internet thoroughly	% Students having the basic concept of computational theoretical concept require to understand and to know its practical utility.	% Students having understanding Languages properly and require to apply	% Students Need More Efforts for Solution and Basic Concept of Electrochemistry, Surface Chemistry, Kinetics

IX: Scheme of internal marks

Class Participation				Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz out of 10	Test out of 10	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Practical	Session: Jan-Jun
Class	M.Sc. – Chemistry II Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge and instrumental techniques of Chemistry.

II: Examination: The semester practical examination carrying 100 marks will have one section of Inorganic chemistry of 33 marks, second section Organic chemistry 33 marks and third section of 34 marks.

III: Course Outcomes (CO):

- CO1 Will acquire the understanding of laboratory methodologies and skill for the synthesis, purification and characterization of organic/inorganic compounds of moderate complexity, containing multiple functional groups, with some knowledge of considerations of reactivity.
- CO2 Carry out quantitative and qualitative analysis of organic/inorganic substances, and use the selected instrumental analysis techniques for the analysis.
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 To gain ability of taking observation, make conclusion, perform calculation by processing of raw data, reporting of result and maintenance of notebook using proper record-keeping procedures.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	2	2	3	2	3
CO2	3	3	3	3	3	3	2	3
CO3	3	3	3			3	3	3
CO4	3	3	2			3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-3		Practical Organic Chemistry	Synthesis involving name reactions	B.No 1,5
4-9			Synthesis of Dyes	
10-12			Estimation of amine, phenols	
LO: Carry out experiments in the area of organic analysis & quantitative estimation and perform name reactions.				
13-16		Practical Inorganic chemistry	Qualitative and quantitative analysis of different Cations and anions	B.No 1,2
17-20			Preparation of Inorganic chemistry compounds and their characterization.	
21-26			Synthesis of different Inorganic complexes.	
LO: To gain the Knowledge about qualitative and quantitative analysis and various separation technique like chromatography.				
27-30		Practical Physical chemistry	Conductometry analysis	B.No.1,2
31-33			Polarimetry analysis	
34			pH metry titration	
35			Refractrometry	
LO: Gains the procedure and applications for conductometric, pH metric, potentiometric determination.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.
5. Experiments and techniques in Organic chemisrty

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Application of Spectroscopy-I (MCH): 501	Code	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem		

I: Objective of course: Student will gained knowledge of different branches of spectroscopy like Electronic, Vibration, NMR, & Mossbauer spectroscopy & their applications.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes (CO):

- CO1 To study the basic aspects of various spectroscopic techniques e.g. Electronic, Vibration, NMR & Mossbauer spectroscopy.
- CO2 To impart knowledge of Electronic, Vibration, NMR, & Mossbauer spectroscopy & their applications.
- CO3 Use of different spectroscopic techniques in structure elucidation of organic and inorganic compounds & their shapes.
- CO4 Understand basic principles of spectroscopy where electromagnetic radiations interact with chemical substances.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	3	3	3	
CO 2	3	3	3	2	3	3	3	
CO 3	3	2	3	3	3	3	3	3
CO 4	2	3	3	3	3	3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Electronic spectroscopy.	General introduction of electronic spectroscopy & Types.	B.N.1,4,5
2			Concept of d^1 - d^9 systems & Types of complexes (octahedral, tetrahedral & square planar).	
3			Spectral studies of octahedral complexes.	
4			Spectral studies tetrahedral complexes.	
5			Spectral square planar complexes.	
6			Spectral studies of other examples	
CO: 1				
LO: To understand electronic spectral studies for d^1 , d^9 system in various complexes.				
7	2	Vibrational spectroscopy	Basic of vibrational spectroscopy, types of molecules and their examples.	B.N. 1,2,7 3,6 & 8
8			Study of Shapes of AB_1 & AB_2 type of molecules by vibrational spectroscopy.	
9			Study of Shapes of AB_3 & AB_4 type of molecules by vibrational spectroscopy.	
10			Study of Shapes of AB_5 types of molecules & general introduction of types of ligands	
11			Bonding in molecules.	
12			Concept of bonding in multidentate ligands (nitrosyl, ethylenediamine etc.).	
13			Applications of Raman spectroscopy with suitable examples.	
14			Bonding in ligands (multicenter)	
15			Concept of bonding in polydentate ligands and types	
CO: 2				
LO: Explain shapes of molecules, mode of bonding in ambidentate ligands by vibrational spectroscopy.				
16	3	NMR,(Nuclear Magnetic Resonance Spectroscopy- I	Concept of NMR and its applications	
17			Definition & measurement of values of chemical shift in organic compounds.	
18			spin spin coupling constant by taking some	

			examples.	
19			Determination of spin spin coupling	B.N.1, 2, 4,6, 8 & 12
20			Concept of shielding and deshielding effect by various aliphatic & olefinic organic compounds.	
21			Chemical shift and correlation with aldehydic & aromatic compounds.	
22			Chemical shift and correlation for proton bonded to carbon alcohols, phenols, carboxylic acid etc.	
23			Determination of value of chemical shift and coupling constant	
24			Spin spin coupling in organic molecules with suitable examples	
CO:2, 3				
LO: Explain basic concepts of NMR Spectroscopy and measurement of chemical shift in various organic compounds.				
25	4	NMR ,(Nuclear Magnetic Resonance Spectroscopy-II)	General introduction of chemical exchange.	B.N.1,2,3,4,5 & 7
26			Effect of deuteration in various compounds.	
27			Spin spin interactions between two and three nuclei with suitable examples.	
28			spin spin interactions between three and four nuclei with suitable examples.	
29			General introduction of Karplus curve variation and spin spin interactions in five nuclei compounds.	
30			Coupling constant and disordered.	
31			NMR shift reagents, solvent effect.	
32			Nuclear Overhauser Effect (NOE).	
33			Study of NOE in organic compounds with suitable examples	
34			Determination of chemical shift by other examples	
CO: 2				
LO: Understand complex spin –spin interactions between two, three, four and five nuclei and effect of solvent by NMR spectroscopy.				

35	5	Mossbauer spectroscopy.	Mossbauer spectroscopy & its scope	B.N.1,2,4,5 & 11	
36			Spectral studies & parameters.		
37			studies of (1) bonding and structures of Fe ⁺² and Fe ⁺³ compounds		
38			studies of (1) bonding and structures Sn ⁺² and Sn ⁺⁴ compounds		
39			nature of M-L bond and its types.		
40			coordination number metal ions in inorganic complexes.		
41			Structure of inorganic complexes & examples.		
42			detection of oxidation state.		
43			Inequivalent MB atoms & Types.		
44		Study of other iron complexes by Mossbauer			
45		Study of M-L bonding in other molecules			
CO: 1, 2					
LO: To be able to understand Mossbauer spectroscopy, its applications & implementation on inorganic compounds.					

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Spectroscopy of organic compounds, P.S Kalsi, 6 th edition, New age international publisher.
2. Spectroscopy, H Kour, Pragati edition.
3. Physical Methods for Chemistry, R.S. Drago, Saunders Company.
4. Structural Methods in Inorganic Chemistry, E.A.V. Ebsworth, D.W.H. Rankin and S. Cradock, ELBS.
5. Infrared and Raman Spectral : Inorganic and Coordination Compounds K. Nakamoto, Wiley.
6. Progress in Inorganic Chemistry vol., 8, ed., F.A. Cotton, vol., 15 ed. S.J. Lippard, Wiley.
7. Transition Metal Chemistry ed. R.L. Carlin vol. 3 dekker.
8. Inorganic Electronic Spectroscopy, A.P.B. Lever, Elsevier.
9. NMR, NQR, EPR and Mossbauer Spectroscopy in Inorganic Chemistry, .V. Parish, Ellis Haywood.
10. Practical NMR Spectroscopy, M.L. Martin. J.J. Deepish and G.J. Martin, Heyden.
11. Spectrometric Identification of Organic Compounds, R.M. Silverstein, G.C. Bassler adn T.C. Morrill, John Wiley.
12. Introduction to NMR spectroscopy, R.J. Abraham, J. Fisher and P. Loftus, Wiley.
13. Application of Spectroscopy of Organic Compounds, J.R. Dyer Prentice Hall.
14. Spectroscopic Methods in Organic Chemistry D.H. Williams, I. Fleming, Tata McGraw-Hill.
15. Structural Methods in Inorganic Chemistry, E.A.V. Ebsworth, D.W.H. Rankin and S. Cradock, ELBS.
16. Introduction to NMR spectroscopy, R.J. Abraham, J. Fisher and P. Loftus, Wiley.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Application of Spectroscopy-I			
M.Sc. Chemistry III Sem.			
Goal: Students applied spectroscopic techniques in the identification and characterization of various organic compounds. Topic include Spectral Studies for $d^1 - d^9$ systems, Symmetry and shapes of AB_2 , AB_3 , AB_4 , AB_5 and AB_6 , chemical shift, spin-spin interaction, shielding and deshielding mechanism, Karplus curve-variation of coupling constant with disordered angle, bonding and structures of Fe^{+2} and Fe^{+3} compounds including those of intermediate spin, (2) Sn^{+2} and Sn^{+4} compounds and nature of M-L bond.			
Objective: Student will gained knowledge of different branches of spectroscopy like Electronic, Vibration, NMR, & Mossbauer spectroscopy & their applications.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of various types of spectroscopic techniques and applied it to characterization of organic compounds.	% Students having the basic concept of NMR, Mossbauer, IR, Electronic and vibrational spectroscopic techniques.	% Students having understanding about the techniques which will be helpful in the identification of compounds	% Students Need More Efforts for identification and characterization of compounds by various spectroscopic techniques.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Photochemistry Code (MCH): 502	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem	

I: Objective of course: Course provides deep knowledge of organic and inorganic photochemical reactions.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes (CO):

- CO1 To understand basic concept of Photochemistry & types of photochemical reactions.
- CO2 Understand photochemistry of organic compounds like Alkenes, carbonyl compounds & study of various miscellaneous photochemical reactions..
- CO3 Understand reaction mechanism of photochemical reactions & applications of photochemistry to organic synthesis.
- CO4 Study of various miscellaneous photochemical reactions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2		3		3	3
CO 2	2	3		3	3		2	2
CO 3	2	3	2	2	3	2		
CO 4	1	2			2		3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Photo Chemical Reaction	Basic of EMR & types.	B.N.1,2,3,4,5 & 6
2			Interaction with matters.	
3			Excitations and types.	
4			quantum yield & transfer of excitation energy	
5			Types of EMR and its effects	
6			Basic concept of Actinometry.	
7			Study of Qunatum yield	
CO: 1				
LO: To understand photochemical reactions & their chemistry				
8	2	Determination of Reaction Mechanism.	Types of photochemical reactions & mechanism	B.N.1,2,3,4,5
9			Determination of Rate constant for various photochemical reactions (zero order, first order etc.)	
10			Concept of Threshold and activation energy.	
11			Factors affect the rate of reactions.	
12			Study of effect of light intensity on the rate of photochemical reactions.	
13			Study of Gas phase photolysis	
14			Concept of Photo dissociation	
15			Study of cyclisation reaction	
16			gas-phase photolysis.	
CO: 2				
LO: To understand rate of photochemical reactions and determination of rate constant by reaction mechanism.				

17	3	Photo Chemistry of Alkenes & Aromatics Compounds	General introduction of Photochemistry of alkenes & types of bonds.	B.N.1,2,3,4,5
18			Isomerism in olefinic compounds	
19			Types of isomerism in organic compounds.	
20			Cyclisation reactions	
21			addition reactions in olefinic and aromatic compounds. Types	
22			Rearrangement of 1,4- dienes.	
23			rearrangement of 1,5- dienes.	
CO: 2				
LO: To understand photochemistry of alkenes and aromatic compounds & rearrangement reactions.				
24	4	Photo Chemistry of Carbonyl Compounds.	Photo chemical reactions of Carbonyl compounds.	B.N.1,2,3,4,5,6
25			Intramolecular reactions.	
26			saturated, cyclic and acyclic, β , γ unsaturated	
27			Reactions of α , β unsaturated compounds	
28			Intermolecular reactions of cyclohexadienones	
29			cyloaddition reactions & types	
30			cyloaddition reactions - dimerisations	
31			Formation of oxetane.	
32			Intermolecular reaction in other organic molecules	
CO: 2				
LO: To understand intermolecular reactions of saturated and unsaturated carbonyl compounds & intermolecular cycloaddition reactions.				
33	5	Miscellaneous PhotoChemical Reactions	Photo-Fries reactions & Types	B.N.1,2,3,4
34			Photo-Fries reactions of annilides	
35			Photo-Fries rearrangement	
36			Photo-Fries rearrangement with examples	
37			Singlet molecular oxygen and chemical reactions	

38		Mechanism of formation of smog Photochemically
39		Photodegradation of polymers
40		Photochemistry of vision.
41		Study of Photochemical formation of smog
42		Mechanism of formation of smog
43		Photo fries rearrangement reaction.
44		Study of photodegradation of polymers
45		Role of photochemistry in various polymers
CO: 4		
LO: To understand various rearrangement in different photochemical reactions and role of light of degradation of polymers.		

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fundamentals of photochemistry, K.K. Rothagi-Mukheriji, Wiley-Eastern.
2. Essentials of Molecular Photochemistry, A Gilbert and J. Baggott, Blackwell Scientific Publication.
3. Molecular Photochemistry, N.J. Turro, W.A. Benjamin.
4. Introductory Photochemistry, A. Cox and T. Camp, McGraw Hill.
5. Photochemistry, R.P. Kundall and A. Gilbert. Thomson Nelson.
6. Organic Photochemistry, J. Coxon and B.Halton, Cambridge University Press.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Photochemistry			
M.Sc. Chemistry III Sem			
Goal : Students can understand various types of organic and inorganic photochemical reactions, topic include EMR, Actinometry, Types of photochemical reactions, rearrangement of 1,4- and 1,5-dienes, Photochemistry of cyclic and acyclic, β , γ unsaturated and α , β unsaturated compounds and various miscellaneous photochemical reactions.			
Objective: Students gain knowledge of various types of organic and inorganic photochemical reactions.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept photochemical reactions, their types, photochemical reactions in saturated and unsaturated organic compounds.	% Students having the basic concept of excitation, photochemistry of alkenes, aromatic compounds and photochemistry of carbonyl compounds.	% Students having understanding about photochemical reactions in various organic compounds	% Students Need More Efforts to understand photochemical reactions of complex organic compounds.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Environmental Chemistry Code (MCH): 503	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem	

I: Objective of course: Course provides knowledge of various chemical reactions takes place in environment and various types of pollutions.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes (CO):

- CO1 To understand different concepts of atmosphere, stratosphere and tropospheric chemistry, photochemical smog, acid rain, biogeochemical cycles and formation of oxides such as NO_x, SO_x, CO_x & radicals.
- CO2 Study of chemical processes taking place in earths, atmosphere, hydrosphere & to learn various types of pollution & their control methods.
- CO3 To understand structure of atmosphere, important chemical reactions in the atmosphere, types of pollution, ozone chemistry & disasters.
- CO4 Understand basic principles of Environmental Chemistry and interactions between different sectors of the environment (Air, Soil & Water) and effects of human activity on the natural chemical processes.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3						3
CO 2	2	2				2	2	2
CO 3	1	3		3				3
CO 4	3	2			3			3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference	
1	1	Atomosphere	General introduction of Atmospheric layers, Vertical temperature profile, heat/radiation budget of the earth atmosphere systems.	B.N. 1,2,3	
2			Properties of troposphere, thermodynamic derivation of lapse rate.		
3			Biogeochemical cycles of carbon, nitrogen, sulphur, phosphorus, oxygen.		
4			Sources of trace atmospheric constituents: nitrogen oxides, sulphurdioxide and other sulphur compounds.		
5			Pressure variation in atmosphere and scale height.		
6		Atomospheric Chemistry	Reactions of oxides of carbon, chlorofluorocarbons and other halogen compounds, methane and other hydrocarbons.		
7			Mechanism of Photochemical decomposition of NO ₂ and formation of ozone.		
8			Formation of oxygen atoms, hydroxyl, hydroperoxy and organic radicals and hydrogen peroxide.		
9			Reactions of hydroxyl radicals with methane and other organic compounds.		
10			Photochemical smog meteorological conditions and chemistry of its formation.		
11		Tropospheric PhotoChemistry	Study of formation of oxides and reactions		
12			Study of formation of nitrate radicals and reactions		
13			Study of global mean temperature		
CO: 1					

LO: Understand structure of atmosphere, biogeochemical cycles, temperature inversions & Chemistry of formation of oxides of N, S & C and study of formation of organic radicals.

14	2	Air Pollution	Sources of air pollution and types	B.N. 1,2,3,4,5
15		Acid Rain	Effects of air pollutants on health, visibility and climate.	
16			Definition, Acid rain precursors and their aqueous and gas phase atmospheric oxidation reactions.	
17			Damaging effects on aquatic life, plants, buildings and health.	
18		Stratospheric Ozone Depletion	Monitoring of SO ₂ and NO ₂ . Acid rain control strategies.	
19			Mechanism of Ozone formation, Mechanism of catalytic ozone depletion & Ozone hole	
20		Green House Effect Urban Air Pollution	Green house effect, green house gases and their sources, damaging effects of carbon monoxide. Monitoring of CO.	

CO: 2, 3,				
LO: Understand causes & effects of Air pollution on living organisms , depletion of ozone & green house effect				
21	3	Aquatic Chemistry and Water Pollution	Sources of water pollutants.	B.N. 1,2,3,4,5
22			Definition & determination of DO, BOD and COD.	
23			Aerobic and anaerobic reactions of organic sulphur and nitrogen compounds in water	
24			Acid-base chemistry of fresh water and sea water concentration of aluminum, nitrate and fluoride in water.	
28			Effect of Al, F and and nitrate	
29			Study of Redox reactions in natural water	
30			Waste water treatment methods of sewage and textile water.	
31			Effect of S and N on plants	
32			Purification methods of drinking water.	
33			Techniques of purification and disinfection.	
CO: 4				
LO: Explain water chemistry and effects of water pollutants on DO, BOD and COD and purification of water by different techniques.				
34	4	Environmental Toxicology	Toxicology and toxic pollutants.	B.N. 1,2,3,4
35			Toxic heavy metals		Mercury, lead, arsenic and cadmium. Causes of toxicity and effects.
36		Toxic Organic Compound			Bioaccumulation, sources of heavy metals, Hg, Pb, As, and Cd. And their effects.
37			Pesticides, classification, properties and uses of organochlorine and ionospheres pesticides.	
38		Polychlorinated biphenyls	Effects of organochlorine and ionospheres pesticides on human health.	
39		Polynuclear Aromatic Hydrocarbons	Polychlorinated biphenyls, Properties, use and effects.	
40			Polynuclear Aromatic Hydrocarbons, Source, structures and as pollutants.	

CO: 3 To understand structure of atmosphere, important chemical reactions in the atmosphere, types of pollution, ozone chemistry & disasters.

LO: To understand toxic effects of heavy metals and organic pollutants & their separation techniques.

41	5	Soil & Environmental Disaster	Soil composition & micro and macronutrients.	
42			soil pollution by fertilizers, plastic an metals.	
43			Bhopal gas tragedy, Chernobyl, three mile island	
44			Minimata Disease, Sevoso (Italy), London smog.	
45		Remediation methods of soil		

CO: 3

LO: To understand chemistry of soil pollution by fertilizers, plastic and toxic metals and environmental disasters (Bhopal gas tragedy etc.)

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental Chemistry, A. K. De, New Age International Publisher, 7 th edition.
2. Environment Chemistry, A.K. De, Wiley Eastern, 2004.
3. Environmental Chemistry, H Kour.
4. Environmental Chemistry, V.P Kudesia, Pragati prakashan.
5. Environmental Chemistry, P.S. Sindhu, New age International Publisher.
6. Environmental Chemistry, Colin Baird, W.H. Freeman Co. New York, 1998.
7. Chemistry of Atmospheres, R.P. Wayne, Oxford.
8. Environmental Chemistry, S.E. Manahan, Lewis Publishers.
9. Introduction to atmospheric Chemistry, P.V. Hobbs, Cambridge.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Environmental Chemistry

M.Sc.Chemistry III Sem			
Goal : Students understand the various types of reactions takes place in environment and concept of atmospheric chemistry, topic includes biogeochemical cycles, temperature inversion, air pollutants, DO, COD and BOD, types of water and soil pollutants, formation of radicals and oxides, disaster .			
Objective: Student gained exhaustive knowledge of environmental chemistry and various types of chemical reactions , ozone formation, formation oxides etc. and pollution.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept about environment, types of atmospheric reactions, pollution, effects on human health and aquatic lives, prevention techniques.	% Students having the basic concept formation of oxides, ozone depletion, OD, COD and BOD, air, water and soil pollutants.	% Students having understanding about prevention of various types of pollutions.	% Students Need More Efforts to understand various complex reactions takes place in the atmosphere.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Organotransition Metal Chemistry	Code (MCH): 504	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem		

I: Objective of course: Course provides exhaustive knowledge of role of organometallic transition compounds in organic synthesis and bonding in various organometallic compounds.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 Course imparts basic and advanced concepts in organ metallic chemistry, bonding in transition metal complexes, concepts of catalysis & fluxionality.
- CO2 Understand reactivity and reaction mechanism of various organ metallic compounds & multicenter bonding in different organotransition metal compounds.
- CO3 Explain throughout understanding of the relationship between the structure, chemical bonds and chemical properties of organometallic chemistry.
- CO4 Understand nucleophilic and electrophilic attack on ligands.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	3	3	2		
CO 2	3	3	2	2	2			
CO 3	3	3	3	3	3			
CO 4	2	2	3	2	3	2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Alkyls and Aryls of Transition Metals Compounds of Transition Metal-Carbon Multiple Bonds	Introduction of organ metallic compounds	B.N. 1,2,4,4 & 5
2			Synthesis of alkyl and aryl OMC & stability	
3			Role of organocopper in organic synthesis.	
4			Types of Transition Metal-Carbon Multiple Bonds.	
5			Synthetic route of Alkylidenes, low valent carbenes and carbines.	
6			Nature of bond OMC.	
7			nucleophilic and electrophilic reactions of ligands & role in synthesis of organic compounds.	
CO: 4				
LO: To understand types, synthesis, stability & decomposition of alkyls and aryls of transition metals & role of organic synthesis.				
8	2	Transition Metal π-Complexes	Role of Transition metal π -complexes in organic molecules like alkenes, alkynes, allyl, diene, dienyl, arenes.	B.N. 1,2,3 & 4
9			Synthesis and nature of bond in alkenes, alkynes, allyls.	
10			Synthesis and nature of bond in diene, dienyl, arenes.	
11			trienyl complexes their synthesis.	
12			nucleophilic and electrophilic attack on ligands	
13			Study of trienyl complexes.	
14			Preparation of pai complexes	
15			Role of various organometallic compounds organic synthesis.	
16			Properties of Transition metal π -complexes	
CO: 2				

LO: Understand relation of transition metal π - complexes with unsaturated organic molecules.				
17	3	Transition organometallic compounds:	bonding of organometallic compounds with elements.	B.N.1,2,3 & 4
18			Bonding with Hydrogen	
19			Bonding with boron	
20			Bonding with silicon	
21			Study of bonding & structure of silicon organometallic complexes	
22			Study of properties of boron complexes	
23			Role of organometallic compounds containing H, B and Si in organic chemistry.	
24			Study of hydrogen containing transition metal complexes	
CO: 1				
LO: To understand how to bind organ metallic compounds with H, B & Si.				
25	4	Homogeneous Catalysis	Types of catalysis Homogeneous and heterogeneous catalysis	B.N.1,2,3 & 4
26			Homogeneous catalysis of compounds.	
27			homogeneous catalytic hydrogenation.	
28			polymerization of olefins by Zeigler-Natta catalyst	
29			catalytic reactions involving carbon monoxide.	
30			hydrocarbonylation of olefins	
31			Activation of C-H bond by homogeneous catalysis.	
32			Role of various catalyst like Wilkinson catalyst, Ziglar Natta Catalyst,	
33			Role of tetraethyl lead in organic synthesis and catalysis.	
34			Study of homogeneous catalysis in other TMC	
CO: 1				
LO: Explain role & types of catalyst in homogeneous reactions.				
35	5	Fluxional	Definition of Flexionality & examples.	B.N.1,2,3 & 4

36	Organometallic Compounds	Role of Flexionality in organic chemistry	
37		dynamic equilibrium in organic compounds	
38		dynamic equilibrium in compounds such as η^2 olefine	
39		equilibrium in η^3 -allyl	
40		equilibrium in dienyl complexes.	
41		Role of flexionality in various multiple bonded organic compounds	
42		Explanation of flexionality by different examples.	
43		Importance of flexionality in OMC.	
44		Flexionality in other organometallic compounds	
45		Presentation on flexionality	
CO: 4			
LO: Explain fluxionality and dynamic equilibrium in organic complexes.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Organometallic Chemistry, R.C. Mehrotra and A. Singh New Age International.
2. Principles and Application of Organotransition Metal Chemistry, J.P. Collman, L.S. Hegsdus, J.R. Norton and R.G. Finke, University Science Books.
3. The Organometallic Chemistry of the Transition Metals, R.H. Crabtree. John Wiley.
4. Metallo-organic Chemistry, A.J. Pearson, Wiley.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment
Subject: Organotransistion Metal Chemistry
M.Sc. Chemistry III Sem
Goal : Students gain knowledge of organotransition metal chemistry and applied it in the formation of various

types of organometallic compounds. Topic include Types, synthesis, stability and decomposition pathways, role of organocopper in organic synthesis, nucleophilic and electrophilic reactions on the ligands, role in organic synthesis, Transition metal π -Complexes with unsaturated organic molecules, alkenes, alkynes, allyl, diene, dienyl, arene and trienyl complexes, homogeneous catalysis, flexionality and bonding of transition metal compounds with H, B and Si.

Objective: Students gained knowledge of various types of organometallic compounds and uses in organic synthesis.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of organotransition chemistry, role in organic synthesis, concept of homogeneous catalysis, flexionality Important reactions relating to nucleophilic and electrophilic attack on ligands and to organic synthesis	% Students having the basic concept of organometallic compounds, role in homogeneous catalysis and role in synthesis of organic compounds.	% Students having knowledge about applications of organotransition elements.	% Students Need More Efforts for understanding various types of organometallic compounds and their role in organic chemistry.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Polymer	Code (MCH): 505	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem		

I: Objective of course: Course provides exhaustive studies of organic and inorganic polymers and their characterization.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 Course provides basic concepts of polymers, characterization and analysis of polymers by various techniques.
- CO2 Students gained thorough knowledge about organic and inorganic polymers.
- CO3 Course provides an integrated view of polymer chemistry including chemical structure of various inorganic polymers, methods of measuring molecular weight.
- CO4 Understand depth knowledge on different types of polymers & their properties, synthesis and application. Course will be helpful in plastic industries.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3		2				
CO 2	2	2				2		
CO 3	2	3	3					
CO 4	3	3						3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basics of polymers	Basic of Polymers	B.N. 1, 2,3, 9
2			Types (Linear, branched and network polymers) of polymers and basic unit monomers	
3			Sources of natural and synthetic polymers	
4			degree of polymerization	
5			Polymerization & types (condensation & addition)	
6			co-ordination and copolymerization	
7			Polymerization conditions and polymer reactions	
8			Polymerization in homogeneous and heterogeneous systems.	
9			Study of structure of polymers	
10			Study of monomers	
11			Importance of polymers in industries	
CO: 1				
LO: Understand types, sources & polymerization reaction of polymers.				
12	2	Polymer Characterization	Polydispersion-average molecular weight concept	B.N. 1, 2, 3, 9
13			viscosity of polymeric compounds	
14			Poly disparity and molecular weight distribution.	
15			The practical significance of molecular weight	
16			Measurement of molecular-weight.	
17			Practical significance of molecular weight	
18			Study of end groups	
19			Properties like viscosity, light scattering, osmotic	

20			Ultracentrifugation methods.	
CO: 3				
LO: How to characterized polymers and concept of significance of molecular weight of polymers.				
21	3	Analysis & Testing of polymer	Methods of analysis of polymers, Mass spectroscopy.	B.N. 1, 2, 3
22			Chemical analysis of polymers by Gas chromatography.	
23			Analysis of polymers by X-ray diffraction study.	
24			Analysis of polymers Microscopy	
25			Thermal analysis and physical testing-tensile Strength of polymers	
26			fatigue, impact, tear resistance	
27			Hardness and abrasion resistance.	
CO: 1				
LO: Understand analysis and testing of polymers by various chemical and instrumental methods like XRD, NMR, ESR etc.				
28	4	Inorganic Polymers	Types of organic & inorganic polymers	B.N. 1, 4, 6, 7,8
29			Scope of inorganic polymers	
30			Properties and general survey of inorganic polymers	
31			Homo and hetero atomic polymers	
32			Polymers based on boron-borazines	
33			Boranes and carboranes	
34			Polymers based on Silicon	
35			Synthesis, properties and structure of polymetalloxanes	
36			Synthesis, properties and structure of polymetallosiloxanes, silazanes.	
CO: 3, 4				
LO: To explain importance of inorganic polymers and their applications.				
37	5	Structure , Properties and	Synthesis, properties and structure of Polymers based on Phosphorous-Phosphazenes	B.N. 1,2,3,4, 7,8

38	Application of Polymers	Synthesis, properties and structure of Polymers based on Polyphosphates	
39		Polymers based on Sulphur-Tetrasulphur tetranitride	
40		Applications of Phosphorous-Phosphazenes polymers	
41		Applications of polymers Polyphosphates & Sulphur-Tetrasulphur tetranitride	
42		Co-ordination polymers & their applications	
43		Definition of Metal chelate polymers & types.	
44		Synthesis of metal chelate polymers	
45		Properties of metal chelate polymers	
CO: 2, 3			
LO: Understand polymer base on S, P & Si and metal chelate polymers.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Polymer chemistry, Malcolm P. Stevens.
2. Inorganic polymers, Alka L Gupta.
3. Polymer Science, V R Gowariker, N V Viswanathan & Jayadev Sreedhar.
4. Inorganic Chemistry, J.E. Huheey, Harper Row.
5. Developments in Inorganic polymer Chemistry, M.F. Lappert and G.J. Leigh.
6. Inorganic polymers- N.H. Ray.
7. Inorganic polymers, Graham and Stone.
8. Inorganic Rings and Cages : D.A. Armitage.
9. Textbook of Polymers Science, F.W. Billmeyer Jr. Wiley.
10. Contemporary Polymer Chemistry, H.R. Alcock and F.W. Lambe, Prentice Hall.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Polymer			
M.Sc. Chemistry III Sem			
Goal : Students able to understand various types of polymerization reactions, mechanism and types of organic and inorganic polymers. Topic include Polymerization in homogeneous and heterogeneous systems, Polydispersity and molecular weight distribution, Chemical analysis of polymers, scope of Inorganic Polymers and Polymers based on P, S, Si, polymetallosiloxanes and metalloxanes.			
Objective: Students gain knowledge of polymerization, testing and chemical analysis of polymers, scope of inorganic polymers and characterization of various types of polymers.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of polymers, types , sources, molecular weight concept, polymerization reactions, characterization and properties of polymers and concept of inorganic polymers.	% Students having the basic concept polymers, measurement of molecular weight, characterization by various spectroscopic and chromatographic techniques and synthesis and scope of inorganic polymers.	% Students having understanding about inorganic and organic polymers and their applications in industries.	% Students Need More Efforts for understanding uses, synthesis and analysis of polymers.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Practical	Session: Jul- Dec
Class	M.Sc. – Chemistry III Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge and instrumental techniques of Chemistry.

II: Examination: The semester practical examination carrying 100 marks will have one section of Inorganic chemistry of 33 marks, second section Organic chemistry 33 marks and third section of 34 marks.

III: Course Outcomes (CO):

- CO1 Will acquire the understanding of laboratory methodologies and skill for the synthesis, purification and characterization of organic/inorganic compounds of moderate complexity, containing multiple functional groups, with some knowledge of considerations of reactivity.
- CO2 Carry out quantitative and qualitative analysis of organic/inorganic substances, and use the selected instrumental analysis techniques for the analysis.
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 To gain ability of taking observation, make conclusion, perform calculation by processing of raw data, reporting of result and maintenance of notebook using proper record-keeping procedures.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	2	2	3	2	3
CO2	3	3	3	3	3	3	2	3
CO3	3	3	3			3	3	3
CO4	3	3	2			3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-6		Practical Organic Chemistry	Multi step synthesis of organic compounds	
7-12			Quantitative estimation	
CO:				
LO: Understand synthesis of organic compounds by multistep and their estimation by titrimetric methods & analysis of water parameters.				
13-19		Practical Inorganic chemistry	Quantitative determination of a three component mixture	
20-24			Chromatography separation & Determination of R _f Values	
CO:				
LO: To understand quantitative determination of three component mixture (Cu ⁺² , Ni ⁺² , Zn ⁺² , Ag ⁺ , Ni ⁺² & Mg ⁺²) by volumetrically and gravimetrically, separations of various metallic ions, indicators and pigments by thin layer, paper and column chromatography.				
25-26		Practical Physical chemistry	Spectroscopy	
27-28			Spectrophotometry / Colorimetry	
29-30			Chemical Kinetics	
31-32			Electronics	
33-34			Conductometry	
35-36			pH metry	
CO:				
LO: Understand various spectroscopic techniques, NMR, UV, IR etc fir interpretation of compounds, determination of concentration, study of chemical kinetics, experiment based on electronics, conductometry & study of dissociation constant.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject	Application of Spectroscopy- II	Code (MCH): 511	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem		

I: Objective of course: Student will gained knowledge of different branches of spectroscopy like Electronic, Vibration, NMR, Carbon -13 NMR Spectroscopy & Mass spectroscopy & their applications

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes:

- CO-I Use of spectroscopic terminology and concepts
- CO-II Selection of most effective spectroscopic technique for a given task.
- CO-III To analyze the experimental data to retrieve information about chemical and biological structures
- CO-IV Explain the UV-Visb., Raman, IR, NMR and Mass techniques, how it works and what information can be retrieved.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2	3	3	2	3	2
CO 2	3	2	3	3	3	3	2	2
CO 3	3	3	3	3	3	3	3	3
CO 4	3	3	3	3	2	3	3	3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1: Application of Spectroscopy				
1	1	Ultra violet and visible spectroscopy	General Consideration, Various electronic transitions,	B.N. 1, 3, 4
2			Beer Lambert law	
3			Effect of solvent on electronic transitions, ultraviolet bands for carbonyl compounds	
4			ultraviolet bands for unsaturated carbonyl compounds, dienes,	
5			ultraviolet bands for conjugated polyenes,	
6			ultraviolet bands for conjugated polyenes,	
7			Fieser Woodward rules for conjugated dienes	
8			Fieser Woodward rules for conjugated carbonyl compounds,	
9			ultraviolet spectra of aromatic compounds. Steric effect in biphenyls.	
10			Presentation and problem solution	
CO 1, IV				
LO 1: The effect of solvent, steric factor and conjugation on UV- Visb. spectra of organic compounds/inorganic complexes.				
11	2	Infrared Spectroscopy	Characteristic vibrational frequencies of alkanes, alkenes, alkynes,	B.N. 1, 3, 4
12			Characteristic vibrational frequencies of ethers, phenols and amines.	
13			Detailed study of vibrational frequencies of ketones, aldehydes, esters, amides, acids, anhydrides,	
14			Detailed study of vibrational frequencies of amides, acids, anhydrides	
15			Detailed study of vibrational frequencies of lactones, lactams and conjugated carbonyl compounds	
16			Effect of hydrogen bonding and solvent effect on vibrational frequencies,	
17			overtones, combination bands and fermi resonance.	
18			Presentation and Problem Solutions	
CO I, IV				
LO : Effect of resonance, hydrogen bonding, solvent and bonding of ambidentate ligands on IR				

and Raman spectra.				
19	3	Nuclear Magnetic Resonance of paramagnetic substances in solution	The contact and Pseudo contact shifts	B.N. 11, 14, 15
20			The contact and Pseudo contact shifts Continue	
21			Factors affecting nuclear relaxation	
22			Applications of NMR for biochemical systems	
23			Applications of NMR for biochemical systems	
24			NMR of metal nuclide with emphasis on ¹⁹⁵ Pt	
25			NMR of metal nuclide ¹¹⁹ Sn	
26			Presentation and problem solutions	
CO I, III, IV				
LO: Basic definitions, terms and factors that affect the H ¹ NMR spectra of organic Compounds.				
27	4	Carbon-13 NMR Spectroscopy	General considerations C-13 NMR Spectroscopy	B.N. 1, 2, 14
28			Chemical shift (aliphatic olefinic , alkyne aromatic, heteroaromatic and carbonyl carbon	
29			Chemical shift (Aromatic, heteroaromatic and carbonyl carbon	
30			coupling constants	
31			Two dimension NMR spectroscopy-COSY	
32			NOESY technique	
33			DEPT technique	
34			HMBC techniques	
35			HMQC techniques and problem solutions	
CO I, II, IV				
LO : Theory and application of C ¹³ NMR spectroscopy of organic Compounds and advanced techniques applied to NMR Spectroscopy				
36	5	Mass Spectrometry	Introduction ion production E1, C1 FD, ESI and FAB,	B.N. 1, 3, 4
37			Introduction ion production E1, C1 FD, ESI and FAB continue	
38			Factors affecting fragmentation, ion analysis, ion abundance	
39			Mass spectral fragmentation of organic compounds,	
40			Common functional groups, molecular ion peak,	

41			Metastable peak. Me Lafferty rearrangement.	
42			Me Lafferty rearrangement.	
43			Nitrogen rule. High resolution mass spectrometry.	
44			Structure elucidation of simple molecules by solution of combine problems of using UV – Visible, IR, NMR and mass spectra.	
45			Combine problems solution of using UV – Visible, IR, NMR and mass spectra.	
CO I, IV				
LO: Basic theory, factor that governed the fragmentation of organic compounds and position of peak of mass spectra and problem solution of by spectroscopy.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Spectroscopy of Organic Molecules, P. S. Kalsi, New Age International Publishers.
2. Organic Spectroscopy, Principal and Applications, Jag Mohan, Narosa Publishing House.
3. Fundamentals of Molecular Spectroscopy, C. N. Banwell, Tat McGraw-Hill Publisihng Ltd.
4. Elementary Organic Spectroscopy, Principles and Chemical Applications, Y.R. Sharma, S Chand.
5. Spectrometric Identification of Organic Compounds, R.M. Silverstein, G.C. Bassler adn T.C. Morrill, John Wiley.
6. Infrared Spectroscopy of Molecules, U.C. Agrarwal, H. L. Nigam, Ane Books Pvt. Ltd.
7. Instrumetal Methods of Chemical Analysis, B. K. Sharma, Krishna Publishing House.
8. Physical Methods for Chemistry, R.S. Drago, Saunders Compnay.
9. Structural Methods in Inorganic Chemistry, E.A.V. Ebsworth, D.W.H. Rankin and S. Cradock, ELBS.
10. Infrared and Raman Spectral : Inorganic and Coordination Compounds K. Nakamoto, Wiley.
11. Progress in Inorganic Chemistry vol., 8, ed., F.A. Cotton, vol., 15 ed. S.J. Lippard, Wiley.
12. Transition Metal Chemistry ed. R.L. Carlin vol. 3 dekker.
13. Inorganic Electronic Spectroscopy, A.P.B. Lever, Elsevier.
14. NMR, NQR, EPR and Mossbauer Spectroscopy in Inorganic Chemistry, .V. Parish, Ellis Haywood.
15. Practical NMR Spectroscopy, M.L. Martin. J.J. Deepish and G.J. Martin, Heyden.
16. Introduction to NMR spectroscopy, R.J. Abraham, J. Fisher and P. Loftus, Wiley.
17. Application of Spectroscopy of Organic Compounds, J.R. Dyer Prentice Hall.
18. Spectroscopic Methods in Organic Chemistry D.H. Williams, I. Fleming, Tata McGraw-Hill.
19. Structural Methods in Inorganic Chemistry, E.A.V. Ebsworth, D.W.H. Rankin and S. Cradock, ELBS.
20. Introduction to NMR spectroscopy, R.J. Abraham, J. Fisher and P. Loftus, Wiley.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Application of Spectroscopy			
M.Sc. Chemistry IV Sem			
Goal: Students applied the knowledge spectroscopic techniques in the identification and characterization of various organic compounds. Topic includes calculations of positions of UV Bands in organic Compounds, fingerprinting by IR, Fragmentation pattern of organic compounds and their interpretation by mass spectroscopy, application of NMR spectroscopy for biochemical systems and metal nuclide ^{195}Pt , ^{119}Sn , advance technique: COSY, NOESY, DEPT, HMBC. Applied to C-13 NMR Spectroscopy.			
Objective of course: Student able to understand material science problem, theory behind conducting property of material, calculation of magnetic moment, reaction in solid state and their use for future devices.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the good knowledge of various types of spectroscopic techniques such as NMR, Mass, IR and their uses in interpretation of various types of organic compounds.	% Students having the basic concept of spectroscopic techniques and their applications.	% Students having understanding about spectroscopy and its role in different branches of chemistry.	% Students Need More Efforts for understanding basic of spectroscopy through various examples.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject	Solid State Chemistry	Code (MCH): 512	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem		

I: Objective of course: Student able to understand material science problem, theory behind conducting property of material, calculation of magnetic moment, reaction in solid state and their use for future devices.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes:

- CO-I Knowledge of understanding the material science problems.
- CO-II Capabilities to understand the theory behind conducting properties of material.
- CO-III Ability to analyze solid state reactions and conducting properties of material and apply this knowledge for the development of new conductors and devices.
- CO-IV Knowledge of crystal defects, conducting properties of metal, insulator, semiconductor, superconductors and magnetic moment measurements.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	1					2
CO 2	2	1	3					
CO 3	2	2	3		2	3	3	
CO 4	3	2	3				2	

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1: Solid State Chemistry				
CO 1, II				
LO 1: General principles, experimental procedures and kinetics of solid state reaction				
1	1	Solid State Reactions	General principle of Solid State Reactions	B.N. 1, 2
2			Principle of Solid State Reactions continue	
3			experimental procedure of Solid State Reactions	
4			Co-precipitation as a precursory to solid state reactions	
5			Kinetics of solid state reactions	
6			Kinetics of solid state reactions	
7			Kinetics of solid state reactions	
8			Presentations	
CO I, II				
LO : Different type of crystal defects and their thermodynamics.				
9	2	Crystal Defects and Non-Stoichiometry	Perfect and imperfect crystals	B.N. 1,2
10			Intrinsic and extrinsic defects-point defects	
11			Line defects,	
12			Plane defects	
13			Vacancies in Schottky and Frenkel defects	
14			Thermodynamics of Schottky defect formation,	
15			Thermodynamics of Frenkel defect formation,	
16			colour centres, non-stoichiometry and defects.	
	CO I, III			
	LO: Electronic Properties and Band theory of metal, insulators and semiconductor, doping in semiconductors, p-n junctions, super conductors, magnetic moment and temperature effect.			
17	3	Electronic Properties and Band Theory	Metal, insulators and semiconductors	B.N. 1, 2
18			Electronic structure of solids, band theory,	
19			Band structure of metals, insulators	
20			Band structure of semiconductors, Intrinsic and extrinsic semiconductors,	
21			Doping semiconductors, p-n junctions, super conductors.	

22			Optical properties-Application of optical microscopy.	
23			Application of electron microscopy	
24			Classification of materials on the basis of Magnetic Properties, effect of temperature on magnetism	
25			Calculation of magnetic moment	
26			mechanism of ferromagnetic ordering super exchange	
27			mechanism of anti ferromagnetic ordering super exchange	
28			presentations	
CO I, II, III				
LO : Electrically conductivity of organic solids, their charge transfer properties, organic metals, new superconductors.				
29			Electrically conducting solids.	
30			Electrically conducting solids continue	
31			Organic charge transfer complex	
32			Organic charge transfer complex	
33			Organic metals	
34			New superconductors	
35			New superconductors	
36			Presentations	
CO I, IV				
LO: Theory of Liquid crystal, their type and scope in display units				
37			Nematic liquid crystals	
38			Smectic liquid crystals	
39			Ferroelectric liquid crystals	
40			Antiferroelectric liquid crystals	
41			Theories of LC	
42			Theories of LC	
43			Liquid crystal display	
44			Liquid crystal display	
45			New materials as liquid crystal	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Solid State Chemistry, Gurtu & Gurtu, Pragati Prakashan
2. Principles of the Solid State, H.V. Keer, Wiley Eastern.
3. Solid state chemistry and its applications, A.R. West. Peenum.
4. Solid State Chemistry, N.B. Hannay.

5. Solid State Chemistry, D.K. Chakrabarty, New Wiley Eastern.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Application of Spectroscopy			
M.Sc. Chemistry IV Sem			
Goal: Students acquire and applied the knowledge solid state reactions, crystal defects, theories of conductivity of material for development of new organic solids and liquid crystal as display units. Topic includes kinetics and requirement for solid state reactions, type of crystal defects and their thermodynamics, theories of conducting materials, magnetism and it's calculation, , a general survey of organic solids, and theories of different type of liquid crystal and their uses.			
Objective of course: Student able to understand material science problem, theory behind conducting property of material, calculation of magnetic moment, reaction in solid state and their use for future devices.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic knowledge of material property, crystal defects, new organic solids and liquid crystal and able to apply it solve material problem	% Students having the basic knowledge of material property, crystal defects, new organic solids and liquid crystal. They cant use this n\knowledge for problem solving	% Students having the basic knowledge of material property, crystal defects.	% Students Need More Efforts for basic knowledge of material property, and solid state reactions.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Bio-chemistry	Code (MCH): 513	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem		

I: Objective of course: Course provides integral knowledge of biochemical reactions and role of essential elements for plants and animals.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes:

CO-I	Describe the molecular & functional organization of a cell and it's components.
CO-II	To give fundamentals of enzymes, their clinical applications and adverse effects of irregular enzymatic activity.
CO-III	Molecular concepts of body defense and applications to new medicine development.
CO-IV	To in learning about pharmacology and medicinal chemistry

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2			2		2	
CO 2	3	3	2					
CO 3	3	3	2		3		3	
CO 4	3	3	3		3		3	

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1: Bio-Chemistry				
CO 1				
LO 1: Will learn biologically important metals, bioenergetics and ATP cycle, storage & transport of molecular oxygen.				
1	1	Metal Ions in Biological Systems	Bulk and trace metals for biological system : Na, K, Mg, Ca, Fe, Cu, Zn, Co	B.No.1,2,3
2			K+/Na+ pump.	
3		Bioenergetics and ATP Cycle.	DNA polymerisation, glucose storage	
4			Metal complexes in transmission of energy;	
5		Transport and Storage of Dioxygen	chlorophyll's, photosystem I and photosystem II in cleavage of water.	
6			Heam proteins and oxygen uptake structure and	
7			Function of haemoglobin's, myoglobin, haemocyanms and hemerythrin, model synthetic complexes of iron, cobalt and copper.	
8			Function of haemocyanms and hemerythrin, model synthetic complexes of iron, cobalt and copper.	
CO				
LO: Electron transport and nitrogen fixation process, metal and protein involved in the process.				
9	2	Electron Transfer in Biology	Structure and function of metal of protein in electron transport prpcesses	1,2,3
10			Structure and function of metal of protein in electron transport prpcesses	
11			Cytochrome's and ion sulphur protein, synthetic models	
12			Cytochrome's and ion sulphur protein, synthetic models	
13		Nitrogen fixation	Biological nitrogen fixation and its mechanism,	
14			Nitrogenase, Chemical of nitrogen fixation	
15			Presentations	
	CO			

	LO: Theory and kinetics of enzymes action, its mechanism of action and knowledge of various enzyme catalyzed reactions.				
16	3	Enzymes	Introduction and historical perspective, chemical and biological catalysis, remarkable properties of enzymes like catalytic power, specificity and regulation.	1,2,3	
17			Nomenclature and classification, extraction and purification of Enzymes.		
18			Fischer's lock and key mechanism		
19			Koshland's induced fit hypothesis, concept and identification of active site by the use of inhibitors, affinity labeling and enzyme modification by site-directed mutagenesis.		
20			Enzyme kinetics, Michael's-Menton and Lineweaver Burk plots, reversible and irreversible inhibition.		
21			Mechanism of Enzyme Action		Transition-state theory, orientation and Steric effect,
22		Acid-base Catalysis, covalent catalysis, strain or distortion.			
23		Examples of some typical enzyme Mechanisms for chemotrypsin, ribonuclease, lysozyme and carboxypeptidase.			
24		Kinds of Reactions Catalysed by Enzymes	Nucleophilic displacement on a phosphorus atom, multiple displacement reactions and the coupling of ATP cleavage to endergonic processes.		
25			Transfer of sulphate, addition and elimination reactions, enolic intermediates in Isomerisations reactions,		
26			β -Cleavage and condensation, some isomerization and rearrangement reactions.		
27			Enzyme catalyzed carboxylation and decarboxylation.		
CO					
LO : Knowledge of structure and biological functions of different of co-enzyme, mechanism of action, a brief survey of some supra-molecules having enzyme capabilities and clinical uses of enzyme and coenzymes.					
28	4	Co-Enzyme	Cofactors as derived from vitamins,	1,2,3	

		Chemistry	coenzymes, prosthetic groups, apoenzymes.	
29			Structure, biological functions and reaction mechanism of coenzyme A, thiamine pyrophosphate, pyridoxal phosphate,	
30			Structure, biological functions and reaction mechanism of NAD ⁺ , NADP ⁺ ,	
31			Structure, biological functions of FMN, FAD, lipoic acid, vitamin B12	
32		Enzyme Models	Host-guest chemistry, chiral recognition and catalysis, molecular recognition, molecular asymmetry and prochirality biometric chemistry	
33			crown ether, cryptates. Cyclodextrins,	
34			cyclodextrin-based enzyme models, Calixarenes, ionospheres, micelles synthetic enzymes or synzymes	
35		Biotechnological Applications of Enzymes	Large-scale production and purification of enzymes, techniques and methods of immobilization of enzymes,	
36			Effect of immobilization enzyme activity. Application of immobilized enzymes, use of enzymes in food and drink industry-	
37			Use of enzymes in brewing and cheese-making, syrups from corn starch, enzymes as targets for drug design.	
38			Clinical uses of enzymes, enzyme therapy, enzymes and recombinant DNA Technology.	
CO				
LO: Structure of cell and its constituent, energetic of cell transportation, interaction of biopolymers with cell and its thermodynamics.				
39		Biological cell and its constituent	Biological cell, structure and function of protein, enzyme, DNA in living system	
40			Biological cell, structure and function of RNA. Helix coils transition.	
41	5		Standard free energy change in biochemical reaction, exergonic, endergonic	B.No.1,2,3,4
42		Bioenergetics	Hydrolysis of ATP, Synthesis of ATP from ADP	

43		Biopolymer interactions	Forces involved in biopolymer interaction. Electrostatic charge and molecular expansion, hydrophobic forces, dispersion force interactions.	
44			Multiple equilibrium and various type of binding processes in biological systems. Hydrogen ion titration curves.	
45		Cell membrane and transport of ions	Structure and function of cell membrane, ion transport through cell membrane Irreversible thermodynamic treatment of membrane transport, Nerve conduction.	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Principles of Bioinorganic Chemistry, S.J. Lippard and J.M. Berg, Panima Publishing Corporation.
2. Bioinorganic Chemistry, K Hussain Reddy, New AGE International Publishers.
3. Bio Organic Chemistry, A Chemical Approach to Enzyme Action. Springer International Edition.
4. Bioinorganic Chemistry, 1. Bertini, H.B. Gray, S.J. Lippard and J.S. Valentine, University Science Books.
5. Inorganic biochemistry vol. I and II ed. G.L. Eichhorn, Elsever.
6. Progress in Inorganic Chemistry, Vol 18 and 38 ed J.J. Lippard, Wiley.
7. Bioorganic Chemistry : A chemical Approach to Enzyme Action, Hermann Dugas and C.Penny, Springer Verlag.
8. Understanding Enzymes, Trevor Palmer, Prentice Hall.
9. Enzyme Chemistry : Impact and applications, Ed. Collin J suckling, chemistry.
10. Enzyme Mechanisms Ed. M.I. Page and A Williams, Royal Society of Chemistry.
11. Fundamentals of Enzymology, N.C. Price and L. Stevens. Oxford University Press.
12. Immobilized Enzymes: An Introduction and Applications in Biotechnology, Michael ID. Trevan, Hohn Wiley.
13. Enzymatic Reaction Mechanisms. C. Walsh. W.H. Freeman.
14. Enzyme Structure and Mechanism, A Fersht, W.H. Freeman.
15. Biochemistry: The Chemical Reactions of Living Cells, D.E. Metzler, Academic Press.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: BioChemistry			
M.Sc. Chemistry I Sem			
Goal: Students able to understand various biochemical reactions proceed by electron transfer and enzymes. Topic include Bulk and trace metals with special reference to Na, K, Mg, Ca, Fe, Cu, Zn, Co, and K ⁺ /Na ⁺ pump, Transport and Storage of Dioxygen, Biological nitrogen fixation, and its mechanism, nitrogenase, Chemical nitrogen fixation, enzymatic reactions, Enzyme catalyzed carboxylation and decarboxylation and mechanism.			
Objective. Course provides integral knowledge of biochemical reactions and role of essential elements for plants and animals.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the deaf knowledge of various reactions taking place in animals and palnts and role of enzymes in biochemical reactions their mechanism, chemistry of coenzyme, various types of enzyme models, synthesis of enzymes and nitrogen fixation.	% Students having basic concept of biochemistry role of enzymes and knowledge of enzyme catalyzed reactions.	% Students having understanding of role of essential elements in biochemical reactions and types of catalyst.	% Students need more efforts to understand complex biochemical reactions with suitable examples.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject	Analytical Chemistry	Code (MCH): 516	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem		

I: Objective of course: Student able to assess and select suitable analytical method for analysis has knowledge of sources of interferences/ errors, ability to select alternative methods for analysis.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes:

CO-I	Able to assess and select suitable analytical method for analysis, have knowledge of sources of interferences/ errors, ability to select alternative methods for analysis.
CO-II	Be familiar with the calculations of analytical chemistry, perform statistical evaluation of results and make scientific reports in scientific manner.
CO-III	Able to understand the working principle of different analytical techniques and recognize their advantages and limitations. Able to measure the metals, proteins, medicinal and non-medicinal drugs in various samples
CO-IV	Able to work as a team member in collaboration with other fields such as biology, medicine, and environmental research.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	2	3	2
CO 2	3	3		3	3	2	2	2
CO 3	3	3	2	2	3	3	3	3
CO 4	3	3	3		3	3	3	3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1: Analytical Chemistry				
CO 1, II, III				
LO 1: Will learnt about different type of traditional and modern analytical method, their advantages and disadvantages, laboratory practices and methods of reporting analytical data and evaluation of error.				
1	1	Errors and Evaluation	Role of analytical chemistry Classification of analytical methods classical and instrumental.	B.No. 1, 2, 3
2			Types of instrumental analysis. Selecting an analytical method.	
3			Neatness and cleanliness. laboratory operations and practices. Analytical balance. Techniques of weighing, errors. Volumetric glassware cleaning	
4			and calibration of glassware. Sample Volumetric glassware cleaning and Calibration of glassware.	
5			Sample preparation-dissolution and decompositions.	
6			Selecting and handling or reagents. Laboratory notebooks. Safety in the analytical laboratory	
7			Gravimetric techniques.	
8			Definition of terms in mean and median. Precision-standard Deviation, relative standard deviation.	
9			Accuracy-absolute error, relative error. Types of error in experimental data determinate (systematic), indeterminate (or random) and gross.	
10			Sources of error and the effects upon the analytical results. Methods for reporting analytical data.	
11			Statistical evaluation of data-indeterminate errors. The uses of statistics.	
CO 1, IV				
LO : About food ingredients, common adulterant's of foods and their determination by chromatography and other techniques.				
12	2	Food analysis	Analysis of moisture, ash, crude protein, fat crude fiber,	B.No. 1, 2,
13			Analysis of carbohydrates, calcium, potassium,	
14			Analysis of sodium and phosphate. Common adulterants in food,	

15			Contamination of foods stuffs. Microscopic examination of foods for adulterants.	3
16			Pesticide analysis in food products.	
17			Extraction and purification of sample. HPLC.	
18			Gas chromatography for organophosphates.	
19			Thin-layer chromatography for identification of chlorinated pesticides in food products.	
20			Thin-layer chromatography for identification of chlorinated pesticides in food products.	
CO I, II, IV				
LO: Source and effect of water pollution, parameter of water analysis and their determination, pollution law and standards.				
21	3	Analysis of Water Pollution	Origin of Waste water, types, water pollutants and their effects.	B. No. 1, 2, 6
22			Sources of water pollution domestic, industrial, agricultural soil and radioactive wastes as sources of pollution	
23			Objectives of analysis-parameter for analysis-color, turbidity, total solids, conductivity,	
24			acidity, alkalinity, hardness, chloride, sulphate fluoride, silica, phosphates and different forms of nitrogen,	
25			Heavy metal pollution-public health significance of cadmium, chromium, copper, lead,	
26			Heavy metal pollution: zinc, manganese, mercury and arsenic	
27			General survey of instrumental technique for the analysis of heavy metals in aqueous systems. Measurements of DO	
28			BOD and COD.	
29			Pesticides as water pollutants and analysis. Water pollution laws and standards.	
CO I, II, IV				
LO : Analysis parameter of soil, fuel, body fluids and drug.				
30	4	Analysis of soil, Fuel, Body Fluids and Drugs	Analysis of Soil, moisture, pH	B.No. 1, 2, 3, 6
31			Analysis of total nitrogen, phosphorus,	
32			Analysis of silica, lime, magnesium,	
33			Analysis of manganese, sulphur and alkali salts.	
34			Fuel analysis : liquid and gas. Ultimate and proximate analysis, Liquid fuels-flash point,	

35			Heating values-grading of coal.	
36			octane number and carbon residue, aniline point,	
37			Gaseous fuels-produced gas and water gas-calorific value.	
CO I, III, IV				
LO: Blood composition, assay of its constituents by chemical and radiological methods, and drug analysis of narcotics and dangerous drugs.				
38	5	Clinical Chemistry	Composition of blood-collection and preservation of samples.	B.N. 1, 2, 4
39			Clinical analysis of Serum electrolytes, blood glucose,	
40			Clinical analysis of blood urea, nitrogen, uric acid,	
41			Clinical analysis of albumin, globulins, barbiturates,	
42			Analysis of uric acid and alkaline phosphates.	
43			Principles of radio immunoassay (RIA) and applications.	
44			The blood gas analysis trace elements in the body Drug analysis of Narcotics and dangerous drug.	
45			Classification of drugs.Screening of drugs by gas and thin-layer chromatography and spectrophotometric measurements.	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Analytical Chemistry, Alka Gupta, Pragati Prakashan.
2. Fundamentals of analytical Chemistry. D.A. Skoog. D.M. West and F.J. Hooler, W.B. Saunders, Cengage Learning India Pvt. Ltd.
3. Basic Concepts of Analysis Chemistry, S.M. Khopkar, New Age International (P) Limited publishers
4. Organic Analytical Chemistry: Theory and Practice, Jag Mohan, Narosa Publishing House.
5. Analytical Chemistry-Principles and Techniques. L.G. Hargis. Prentice Hall.
6. Quantitative Analysis, R.A. Day, Jr. and A.L. Underwood, Prentice Hall.
7. Environmental Solution, S.M. Khopkar, Wiley Eastern.
8. 10. Handbook of Instrumental Techniques for Analytical Chemistry, F. Settle, Prentice Hall.1.
- Principles of Bioinorganic Chemistry, S.J. Lippard and J.M. Berg, University Science Books.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.

3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Analytical Chemistry			
M.Sc. Chemistry IV Sem			
Goal: Students acquire knowledge of differ type of analytical methods, selection of analytical method, working in laboratory and differ type of analysis for public health and industries. Topic includes theory and various aspect of analytical chemistry, error evaluation, food analysis, analysis of environmental pollutant, drugs and different type of standards and regulatory laws for industries and other departments.			
Objective of course: Student able to assess and select suitable analytical method for analysis, have knowledge of sources of interferences/ errors, ability to select alternative methods for analysis.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the assess and select suitable analytical method for analysis, have knowledge of sources of interferences/ errors, ability to select alternative methods for analysis	% Students having the basic knowledge of different analytical techniques, food and drug analysis, pollution law and standards.	% S Students having the basic knowledge of different analytical techniques.	% Students Need More Efforts for basic knowledge of different analytical methods

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Medicinal Chemistry	Code (MCH): 518	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem		

I: Objective of course: Provide knowledge of common therapeutic agents and their synthesis pharmacological action, toxicology and application of drug.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes:

CO-I	Gain knowledge of general structural features of therapeutic agents.
CO-II	Knowledge of structural influences on pharmacological action/ toxicology/ therapeutics.
CO-III	Describe and perform the synthesis of selected drugs by different synthetic routes.
CO-IV	Able to describe the mechanism of action, use and mode of application of drugs

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			2		3	3
CO 2	2	2	2		3		3	2
CO 3	3	3			3		3	3
CO 4	3	3			3		3	3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1: Medicinal Chemistry				
CO 1, II				
LO 1: Have knowledge of SAR, different approaches of drug design, QSAR-Free-Wilson analysis and Hansch analysis.				
1	1	Structure and activity	Relationship between chemical structure and biological activity (SAR)	B.N. 1, 2
2			SAR	
3			Receptor Site Theory	
4			Approaches to drug design.	
5			Approaches to drug design.	
6			Introduction to combinatorial synthesis in drug discovery.	
7			Factors affecting bioactivity. QSAR-Free-Wilson analysis,	
8			Wilson analysis,	
9			Hansch analysis	
10			Hansch analysis	
11			Relationship Wilson and Hansch analysis.	
CO I, II				
LO : Different type of antibiotics, their classification and use for common causes.				
12	2	Pharmacodynamics	Introduction to Pharmacodynamics,	B.N. 1, 2, 8
13			Elementary treatment of enzymes stimulation	
14			Elementary treatment of enzymes stimulation	
15			Enzyme inhibition, sulfonamides,	
16			Membrane active drugs, drug metabolism,	
17			Xenobiotics	
18			Biotransformation,	
19			Biotransformation,	
20			Significance of drug metabolism in medicinal chemistry.	
CO I, III, IV				
LO: Knowledge of commonly used antimalarial and antifungal and their SAR.				
21	3	Antibiotics and antibacterials	General consideration about Antibiotics and antibacterials	B.N. 1, 2, 8
22			Antibiotic β -Lactam type - Penicillins,	

23			Cephalosporins	
24			Antitubercular – Streptomycin,	
25			Broad spectrum antibiotics	
26			Broad spectrum antibiotics – Tetracyclines	
27			Tetracyclines	
28			Anticancer - Dactinomycin (Actinomycin D)	
CO I, III, IV				
LO : Knowledge of pharmacodynamics , metabolism, xenobiotics, and biotransformation of drugs.				
29			Introduction to antifungals, polyenes,	
30			Antibacterial – Ciprofloxacin,	
31			Antibacterial -Norfloxacin,	
32			Introduction to Antiviral – Acyclovir	
33	4	Antifungal, Antiviral, Antimalarials	Antimalarials : Chemotherapy of malaria. SAR	B. N. 1, 2, 8
34			Antimalarials -Chloroquine, Chloroguanide	
35			Antimalarials - Chloroguanide	
36			Antimalarials -Mefloquine	
CO I, III, IV				
LO: Knowledge of commonly used non-steroidal anti-inflammatory drugs, Antihistaminic and antiasthmatic agents.				
37		Non-steroidal Anti-inflammatory Drugs	General Consideration to Non-steroidal Anti-inflammatory Drugs	
38			Diclofenac Sodium,	
39			Ibuprofen	
40	5	Netopam Antihistaminic and antiasthmatic agents	Introduction to Netopam Antihistaminic and antiasthmatic agents	B.N. 1, 2, 8
41			Terfenadine,	
42			Cinnarizine	
43			Salbutamol	
44			Beclomethasone dipropionate	
45			Presentations	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Medicinal Chemistry, Alka L Gpta, A Pragti Edition.

2. An Introduction to Medicinal Chemistry, Graham L. Patrick, Oxford University Press.
3. Medicinal Chemistry, D. Sriram, P. Yogeeswari, Pearson Education.
4. Principles of Medicinal Chemistry, S. S. Kadam, K.R. Mhadik, Nirali Prakashan.
5. A Textbook of Synthetic Drugs, O.D. Tyagi, M. Yadav, Anmol Publication Pvt. Ltd.
6. Medicinal Chemistry, Ashutosh Kar, New Age Publishing House.
7. Introduction to Medicinal Chemistry. A Gringuage, Wiley-VCH.
8. Wilson and Gisvold's Text Book of organic Medicinal and Pharmaceutical Chemistry, F.D. Robert F Dogre.
9. An Introduction to Drug Design, S.S. Pandeya and J.R. Dimmock, New Age International.
10. The Organic Chemistry of Drug Design and Drug Action, R.B. Silverman, Academic Press.
11. Principles of Medicinal Chemistry W. O. Foye.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Medicinal Chemistry			
M.Sc. Chemistry IV Sem			
Goal: Students applied knowledge of medicinal chemistry for the design and synthesis of new effective therapeutic agents. Course topics includes concept of QSAR, Pharmacodynamics and synthesis of commonly used antibiotics, antifungal, antimalarials and Non-steroidal Anti-inflammatory Drugs.			
Objective of course: Provide knowledge of common therapeutic agents and their synthesis pharmacological action, toxicology and application of drug.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the complete knowledge of SAR, QSAR, drug design, various approaches of QSAR such as Free-Wilson analysis, Hansch analysis, pharmacodynamics, antifungal and antibiotics,	% Students having the Basic concept of drug design, various theories, role of drugs and their action.	% Students having understanding about uses of drugs in various diseases & their therapeutics.	% Students Need More Efforts for understanding role and pharmacological action of various types of drugs.

antimalarial and action of drugs on different types of targets.			
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Practical	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge and instrumental techniques of Chemistry.

II: Examination: The semester practical examination carrying 100 marks will have one section of Inorganic chemistry of 33 marks, second section Organic chemistry 33 marks and third section is Physical Chemistry carry 34 marks.

III: Course Outcomes (CO):

- CO1 Will acquire the understanding of laboratory methodologies and skill for the synthesis, purification and characterization of organic/inorganic compounds of moderate complexity, containing multiple functional groups, with some knowledge of considerations of reactivity.
- CO2 Carry out quantitative and qualitative analysis of organic/inorganic substances, and use the selected instrumental analysis techniques for the analysis.
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 To gain ability of taking observation, make conclusion, perform calculation by processing of raw data, reporting of result and maintenance of notebook using proper record-keeping procedures.

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3	3	2	2	3	2	3
CO2	3	3	3	3	3	3	2	3
CO3	3	3	3			3	3	3
CO4	3	3	2			3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-4		Practical Organic Chemistry	Synthesis of Organic compounds	
5-8			Spectrophotometric Estimation or Isolation	
9-12			Identification of Organic Compounds using spectral data	
CO: 1,3				
LO: Gain the ability to synthesis organic components, isolation of organic components and application of spectroscopic principles.				
13-19		Practical Inorganic chemistry	Inorganic Preparations	
20-21			Ion-Exchange Chromatography	
22-23			Spectrophotometric Determination/ Spectroscopic identification of recovered spectra like IR, NMR, ESR, & Mass	
23-24			Flame Photometric Determination	
CO: 2, 3				
LO: Gain the ability to synthesis inorganic components, separation using chromatography, and application of spectroscopic principles.				
25-27		Practical Physical chemistry	Spectroscopy	
28-30			Polarography/Electronics	
31-33			Chemical Kinetics	
34-36			Thermodynamics	
CO: 1 & 3				
LO: Able to study application of principles of electrochemical, chemical kinetics and thermodynamics and spectroscopic in chemical reactions and interactions.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Project Work	Session: Jan- Jun
Class	M.Sc. – Chemistry IV Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical exposure to work environment and documentation..

II: Examination: The semester Project work of 60 hrs examination carrying 100 marks. 50 Marks are to be allotted by the Industry/ organization at which student has performed Project work and 50 marks are to be allotted on the basis of Presentation /Viva Voce by External and Internal Examiner.

III: Course Outcomes (CO):`

- CO1 Student will be able to gain in hand training of various instruments, analytical techniques and documentation procedure.
- CO2 Students is able to prepare report of the analysis and experiment performed
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 Student will explore to the industrial and organizational environment

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	3		3	2	3	2	3
CO2	3	3		2		3	3	
CO3	3	2					2	
CO4	3							

IPS ACADEMY ,INDORE
Department of Chemistry
M.Sc. Pharmaceutical Chemistry

Programme Outcome

PO-1	M.Sc. Pharmaceutical Chemistry is one of the core requirements of job profile in chemical and pharmaceutical sectors for the analysis and development of new drugs.
PO-2	Able to develop functional knowledge, Laboratory technique to design, formulation and characterization of different inorganic and organic molecule by spectroscopic tools like NMR, IR etc in pharmaceutical analysis.
PO-3	Gain knowledge of physical property of drugs viz. flow property, coarse dispersion , thermodynamic, diffusion, therapeutical analysis will be useful in ensuring the pharmaceutical analysis
PO-4	Able to apply mathematical methods physical parameter computational tool designing and synthesis and functional application of new drugs.
PO-5	Student gain knowledge of specific physical chemical properties, reaction mechanism of inorganic , organic , bioorganic molecules and natural herbs
PO-6	Student able to learn potential use of analytical technique, medicinal chemistry, natural products, toxicological effect in drug designing.
PO-7	Medicinal, natural products& Polymer Science, integral part of curriculum that opens doors in major sections viz. QA, QC, production, R & D in Chemical and Pharmaceutical Industries.
PO-8	Able to understand the knowledge of basic component, fundamental and application of biological systems, enzyme kinetics and synthesis and properties of inorganic and organic pharmaceutical substance.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Principles of Inorganic Pharmaceutical Chemistry-I Code MPC-101 Session: Jul-Dec
Class: M.Sc. Pharmaceutical Chemistry- I Sem.

I: Objective of course: Students develop the ability understand theories, mechanism of Bonding, Metal-Ligand coordination, stability of Complexes, Substitution reaction in various complexes Able to exemplified various drugs useful for systematic effect. Mechanism & reaction Bioinorganic Chemistry

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics.

III: Course Outcomes (CO):

- CO1 Develop criteria to predict structure, bonding of molecules and various conductors.
- CO2 Acquire cognitive knowledge of properties and reaction mechanism of inorganic complexes.
- CO3 Able to determine the basic component of Bioinorganic drugs
- CO4 Student will learn the fundamentals and applications of biological systems.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2			3		3	
CO 2	3	3		3	3			
CO 3		2		2	3			2
CO 4	2				3			3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Bonding in Inorganic Compound	Chemical forces, Hydrogen bonding	B.N.1,2,3,4
2			Hydrates & Clatharates on Dipole	
3			Dipole dipole Interaction, VSEPR Theory	
4			Molecular Orbital Theory	
5			Valence band theory for conductor	
6			Molecular theory for Conductors	
7			Valence band & molecular theory for Insulator	
8			Semiconductor Extrinsic & Intrinsic	
9			Semiconductor Extrinsic & Intrinsic	
CO: 1				
LO: Knowledge of various bonding theories for Conductors, Insulator & Semi conductors and Chemical forces acting on it				
10	2	Metal Ligand Bonding	Crystal Field Theory	B.N.,1,2,3,4
11			Limitation of CFT	
12			Molecular Orbital Theory LCAO Principles	
13			Molecular Orbital Theory Octahedral Complexes	
14			Molecular Orbital Theory Tetrahedral Complexes	
15			Molecular Orbital Theory Square Planer Complexes	
16			Pi Bonding	
17			Bent Theory	
18			Energetics of Hybridisation	
19			Examples of MOT	

CO: 2				
LO: Develop the knowledge of various theories of Coordination complexes and their quantitative treatment				
20	3	Reaction mechanism of Transition Metal Complexes	Reactivity of Metal Complexes , Inert & Labile Complexes	B.N.1,2,3,4
21			Acid Hydrolysis & Base Hydrolysis	
22			Substitution Reaction in square planar complexes	
23			Trans effect	
24			Redox reaction	
25			Electron Transfer reaction	
26			Outer Sphere Reaction	
27			Marcus Hush Reaction	
CO:1 & 2				
LO: Understand the concept of reactivity ,reaction mechanism factors affecting the process.				
28	4	Cationic & Anionic Component	Component of Inorganic drugs useful for Systematic Effect	B.N.8,7
29			Component of Inorganic drugs useful for Systematic Effect	
30			Complexing Agent and Chelating Agent used in Therapy	
31			Complexing Agent and Chelating Agent used in Therapy	
32			Gases and Vapours: Oxygen Anesthetic Stimulus	
33			Gases and Vapours: Oxygen Respiratory Stimulus	
34			Dental Product	
35			Dentifrices	
36			Anti Caries Agents	
CO: 3				
LO: Acquire the knowledge of Inorganic drugs, complexing agents, Dentifrices				
38	5	Bioinorganic Chemistry	Metal Porphyrin	B.N.5,6,7
39			Bio Chemistry of Iron Heme	
40			Non Heme Protein	

41		Haemoglobin & Myoglobin	
42		Nitrogen Fixation in Bacterial Nitrogenase System	
43		Essential & Trace Element	
44		Essential & Trace Element	
45		Electron Transport System	
CO: 3 &4			
LO: Enlighten the importance and function of Bioinorganic molecules			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic Chemistry , F. A Cotton And Wilkinson, John Wiley
2. Inorganic Chemistry, J.E. Huheey, Harpes & Row
3. Chemistry of Elemnets , N.N. Greenwood and a Earnshow, Pergamon
4. Inorganic Chemistry, A.B. P. Lever Elsevier.
5. Comprehensive Coordination Chemistry F.A Cotton & G. Wilkinson
6. BioChemistry, Lehninger
7. Bioinorganic Chemistry, Chatwal Anand
8. Inorganic Chemistry, J.D. Lee

VII: Notes:

1. There will be individual assignment, presentations and group assignments
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Principles of Inorganic Pharmaceutical Chemistry-I			
M.Sc. Pharmaceutical Chemistry, Sem -I			
Goal : Students develop the ability understand theories , mechanism of Bonding , Metal Ligand coordination, stability of Complexes, Substitution reaction in various complexes Able to exemplifies various drugs useful for systematic effect. Mechanism & reaction Bioinorganic Chemistry			
Objective: Student gain understanding of Drug related inorganic component. Structure & bonding in Metal Ligand compound. Mechanism of Inorganic compound			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Bioinorganic chemistry & Reaction Mechanism, structure & Bonding of Coordination compound.	% Students having the basic concept of Bioinorganic chemistry & Reaction Mechanism, structure & Bonding of Coordination compound.	% Students having understanding about Bioinorganic chemistry & Reaction Mechanism.	% Students Need More Efforts to understand bonding and reaction mechanism

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Principles of Organic Pharmaceutical Chemistry-I Code (MPC): 102

Session: Jul-Dec

Class: M.Sc – Pharmaceutical Chemistry I Sem

I: Objective of course: The objective of organic pharmaceutical chemistry is to understand stereoisomerism in organic compounds and also understand the role of reagents in organic synthesis, reaction mechanism, orientation and stability/ reactivity of organic compounds

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes (CO):

- | | |
|-----|--|
| CO1 | Recall and understand structure, aromaticity, name and the types of isomerism of the organic compound |
| CO2 | Recall and understand the reaction mechanism, orientation and stability/ reactivity of organic compounds. |
| CO3 | To understand the various methods of preparation and acquire knowledge about reagents and chemical reactions of some aliphatic and alicyclic compounds |
| CO4 | Know about the synthesis, reaction mechanism, stereochemistry and application of various organic synthesis. |

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3						
CO 2	3	3			3			
CO 3	3	2		3	2			3
CO 4	3	2		3	3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Stereochemistry and conformational analysis	Concept of chirality, recognition of symmetry elements and chiral structure.	B.N. 1,2 ,3&11
2			R-S nomenclature, distereoisomerism in acyclic and cyclic systems.	
3			Optical activity without asymmetric carbon atom. Geometrical isomerism of olefin and oximes.	
4			E-Z Nomenclature, backmann Transformation, Analysis of simple cyclic and acyclic system.	
5			Crown ether complexes and cryptands	
6			Inclusion compound, catenanes and rotaxanes.	
CO: 1				
LO: Knowledge about stereochemistry, isomerism and conformational analysis of various organic compound.				
1	2	Mechanism of organic reaction	Types of mechanism, method of determining , reaction mechanism	B.N. 1,2 ,3&11
3			Aliphatic nucleophilic substitution SN1, SN2, ,neighbouring group mechanism.	
4			Type of reaction, thermodynamic and kinetic requirement , potential energy diagrams.	
5			Hydrolysis of ester, E1 and E2 mechanism, Hoffmann and Satyzeff Elimination.	
6			Structure, formation and example of participation in chemical reaction of reaction intermediate Carbanion ion.	
7.			Structure, formation and example of participation in chemical react Structure, formation and example of participation in chemical reaction of reaction intermediate Carbonium ion.	
8			Structure, formation and example of participation in chemical reaction of reaction intermediate Nitrenes and carbenes	
9.			Structure, formation and example of participation in chemical reaction of reaction intermediate Arynes and free radicals.	
CO: 4				

LO:The reactivity and stability of an organic molecule based on structure, including the formation of various reaction intermediates				
1	3	Aromaticity concept	Huckle rule and its limitation	B.N.1,2 , 3&11
2			Benezoid and non-benenoid compounds	
3			Concept of Cyclopentadienyl anion	
4			Concept of Tropylium cation	
5			Concept of Azulene nad annulenes	
6			Structur e and method of Heteroannulenes	
7			Concept of fullerenes	
8			Detail study of Non aromaticity	
9			Concept of anti aromaticity.	
CO: 2				
The study of various benzenoid and non- benzenoid compounds with their aromaticity concept				
1	4	Synthesis application , mechanism and stereochemistry of the Reaction Mechanism	Structure and application of pinacol and pinacolne rearrangements	B.N.1 , 2,10&11
2			Benzilic acid rearrangements	
3			Backmann Rearrangements	
4			Hoffmann-curtius reaction	
5			Lossen and Schmidt Rearrangement	
6			Clasien Reaarangement	
7			Application and uses of all the organic reaction .	
CO: 1,2				
LO: Learn about various name reaction like pinacol-pinacolone rearrangements, Beckmann rearrangements etc with their mechanism and stereochemistry..				
1	5	Synthesis application , mechanism and stereochemistry of the Reaction Mechanism	Synthesis of Birch reduction	
2			Synthesis and stereochemistry of Mannich reaction	
3			Meermein Pondorf Verley reduction	
4			Oppeneur oxidation	

5		Synthesis and stereochemistry of ozonolysis	
6		Synthesis and stereochemistry of Hydrogenation	
7		Diels-Alder reaction	
8		Synthesis of Wittig reaction	B.N.1, 2, & 8
9		Synthesis and application of Reformatski reaction	
		ASSIGNMENT ; Mechanism of various organic reaction	
CO: 4			
LO: Know about synthetic application, mechanism of the organic reaction like Mannich reaction, Pinner reaction, Wittig and Reformatski reaction and many more...			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Mechanism of organic reaction, Jagdamba Singh, Pragati Prakashan
2. Advance Organic chemistry, F.A Carey and R.J. Sunders, Plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry March, John Wiley
4. Structure and Mechanism in organic chemistry, C.K. Ingold, Cornell University
5. Organic chemistry, R.T. Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction, H.O. House, Benjamin
7. Principle of organic Synthesis, R.O.C. Norman and J.M. Coxon, Blackie Academic & Professional.
8. Reaction mechanism in organic chemistry, S.M. Mukherji and S.P. Singh, Macmillan.
9. Stereochemistry of organic compounds, D. Nasipuri, New Age International
10. Stereochemistry of organic compounds, P.S. Kalsi, of organic compounds
11. A guide Book to mechanism in organic chemistry, Peter Sykes, Longman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: PRINCIPLES OF PHARMACEUTICAL ORGANIC CHEMISTRY-I			
M.Sc. Pharmaceutical Chemistry I Sem			
Goal : Students develop the ability to prepare and analyze the structure ,properties, composition, reactions ,and preparation of carbon containing compounds and their various reaction mechanism and stereo chemical aspect.			
Objective: The objective of organic pharmaceutical chemistry is to understand stereoisomerism in organic compounds and also understand the role of reagents in organic synthesis ,reaction mechanism, orientation and stability/ reactivity of organic compounds.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of optical activity of asymmetric and dissymmetric molecules, Isomerisation, Basic idea about aliphatic nucleophilic reactions Various reaction mechanism , synthesis , stereochemistry and their application, concept of aromaticity	% Students having the basic concept. optical activity of asymmetric and dissymmetric molecules, , Basic idea about aliphatic nucleophilic reactions Various reaction mechanism , synthesis , stereochemistry and their application	% Students having. Basic idea about aliphatic nucleophilic reactions, reaction mechanism and their stereochemistry	% Students Need More Efforts for basic Concept of reaction mechanism of various organic reaction.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: (MPC-101) Principles of Physical Pharmacy-I Code:- MPC-103 Session: Jul-Dec
Class: M.Sc. Principles of Physical pharmacy- I Sem.

I: Objective of course: Students develop the ability to understand the concept , methods, Pharmacological Application of Physical Parameters to determine the physical properties of drugs viz. Thermodynamics, polymer and their molecular weight determination method, coarse dispersion. Able to understand prodrug and various routes of administration.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics.

III: Course Outcomes (CO):

- CO1 This course deals with the fundamental concepts of Thermodynamics and Kinetics.
- CO2 Helps in understanding the adsorption in Liquid and solid interfaces.
- CO3 Helps in understanding the different theories of rate reaction.
- CO4 Conceptual knowledge of diffusion and dissolution.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
		3	3	3	2			
		3	3	3				
		3	3	3				
		3	3	3			3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Thermodynamics	First and second law of Thermodynamics	B.N.1,2,3,4
2			Free energy functions, and applications	
3			Thermodynamics of phase equilibria	
4			Thermal analysis of Crystals and liquid crystals	
5			Supramolecules, Inclusion molecules	
6			Thermodynamic treatment of stability constant	
9			DSC of crystals	
CO: 1				
LO: Fundamental knowledge of laws of Thermodynamics and thermochemistry.				
10	2	Kinetics	Rates and order of simple and complex reactions	B.N.,1,2,3,4
11			Influence of temperature and other factors on reaction rates , Theories of reates	
12			Effect of solvent, and Ion strength, Acid base catalysis, Enzyme catalysis	
13			Decomposition of medical agents	
14			Photodregadation, Kinetics in the solid state	
15			Solid dosage forms	
16			Accelerated stability analysis	
17				
CO: 2				
LO: Rate and order of different simple and complex reactions, Acid, base and enzyme catalysis.				
18	3	Diffusion and dissolution	Steady state diffusion, Procedures and apparatus	B.N.1,2,3,4
19			Dissolution and drug release	
20			Drugs in polymer matrices	
21			Thermodynamics of diffusion	
22			Ficks second law	

23			Diffusion and Ecology	
24			Principles in biological system	
25			Diffusion layer control	
CO:1 & 2				
LO: Concepts of diffusion and dissolution, drugs in polymer matrices.				
26	4	Interfacial Phenomenon	Liquid interfaces, Adsorption at liquid inetrfaces	B.N.8,7
27			Adsorption at solid interfaces	
28			Application of surface active agents	
29			Electric properties of Interfaces	
30			Colloides, Introduction and types	
31			Electric properties of collides	
32			Optical properties of collides	
33			Solublization,Addendum	
34			Thermodynamics of Micellization	
CO: 3				
LO: Basics of solid and liquid interfaces phenomenon, different types of colloidal systems				
35	5	Micromeritics	Particle size and size distribution	B.N.5,6,7
36			Methods for determining particle size	
37			Particle shape, surface area	
38			Methods for determining pore size	
39			Derived properties of powders	
40			Particle shape	
41			Surface area	
42-45			Assignment and presentation	
CO: 3 &4				
LO: Knowledge of methods of determining particle size and shape and surface area.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry , Gurdeep Raj
2. Physical Chemistry, P.W. Atkins
3. Physical Chemistry G. M. Barrow, Mc Grow Publication
4. Physical Chemistry Gurtu&Gurtu
5. Pharmaceutical Physical Chemistry Gurdeep Chatwal
6. Thermodynamics , Glasston
7. Polymers, Bilimeyer
8. Polymer, S. Gwarikar

VII: Notes:

1. There will be individual assignment, presentations and group assignments
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Principles of Physical Pharmacy-I			
M.Sc. Pharmaceutical Chemistry, Sem -I			
Goal : Students will develop the ability to understand the concept, of Thermodynamics, Kinetics, diffusion and dissolution. This course will help them to understand adsorption in liquid and solid phases.			
Objective: Students develop the ability to understand the concept, methods, Pharmacological Application of Physical Parameters to determine the physical properties of drugs viz. Thermodynamics, polymer and their molecular weight determination method, coarse dispersion. Able to understand prodrug and various routes of administration.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of Thermodynamics, Kinetics, diffusion and dissolution.	% Students having the basic concept of adsorption in liquid and solid phases	% Students having understanding about Pharmacological Application of Physical Parameters to determine the physical properties of drugs	% Students Need More Efforts to understand bonding and reaction parameters.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Subject: Pharmaceutical analysis-I Code :- MPC-104

Session: Jul-Dec

Class: M.Sc. Pharmaceutical Chemistry- I Sem.

Objective of course: Students develop the ability to understand the concept of Infra Red Spectroscopy, , NMR, Raman Spectroscopy, Electronic Spin resonance Spectroscopy and Atomic Absorption Spectroscopy.
ESR

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):`

CO-1	To elucidate the structure of compound using Spectroscopic technique
CO-2	To study Absorption and Emission spectra of atom or molecule
CO-3	To understand the concept of Instrumentation of Spectrophotometer
CO-4	To study principal and applications of different spectroscopic techniques.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO1	3	3				3	3	
CO2	3	3		3		2		
CO3	3	3				3	3	
CO4	3	3				2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Infrared Spectroscopy	Review of linear harmonic oscillator Vibrational energies of diatomic molecule	B.N 9
2				
3			Zero point energy ,force constant and bond strength	
4				
5			Anharmonicity ,Morse potential energy diagram	
6			rotational and vibrational spectroscopy	
7			PQR Branches ,breakdown of Born oppenhiemer approximation	
8				
9			Interpretation of IR spectra Vibration of poly atomic molecules ,selection rules normal modes of vibration	
10			Group frequencies ,overtones ,hot bands	
11			Factors affecting band position ,Application of IR spectroscopy in pharmaceutical analysis ,	
12				
CO: 1 & 3				
LO: To study principle, instrumentation and application of Infrared Spectroscopy				

1	2	Nuclear Magnetic resonance spectroscopy	Nuclear spin , nuclear resonance and saturation.	B.N 1
2			Shieldling of magnetic nuclei,	
3			Chemical shift and its measurements	
4			Factors affecting chemical shift	
5			Deshielding effect	
6			Spin-spin interactions	
7			Factors affecting coupling constant J	
8			Classification of NMR spectra	
9			Spin decoupling and instrumentation	
10			NMR studies of nuclei other than proton, ¹³ C, ¹⁹ F, ³¹ P ,FT- NMR and its advanantages	
CO: 1 & 3				
LO: To study principle, instrumentation and application of Nuclear Magnetic Resonance Spectroscopy				

1	3	Raman Spectroscopy	Classical and quntum theory of Raman effect .	B.N. 10
2			Pure rotational and vibrational spectroscopy	

3			Vibrational rotational Raman spectra	
4			Selection rules ,Mutual exclusion principal	
5			Resonance raman spectroscopy	
6			Coherent anti stokes raman spectroscopy . CARS	
CO: 1,3 & 4				
LO:. To study principle, instrumentation and application of Raman Spectroscopy				

1			Basic principle of ESR, Zero field splitting	
2			Kramer's degeneracy	
3			Factor affecting G value	
4			Isotropic and anisotropic hyperfine coupling constants.	
5			Spin Hamiltonian	
6			Spin Densities & Mc Connel Relationship	
7			Far IR Region and metal ligand vibration	
8			Normal coordinate analysis	
	4	Electron spin resonance spectroscopy		B.N.1
CO: 1,2 &4				
LO: To study principle, instrumentation and application of Electron Spin resonance Spectroscopy				

1			Introduction and theory	
2			Aspects of atomic absorbtion spectroscopy	
3			Instrumentation	
4			Application of AAS in pharmaceutical analysis	
	5	Atomic absorbtion spectroscopy		B.N.2
CO: 2 & 4				
LO: To study principle, instrumentation and application of Atomic Absorption Spectroscopy				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Chemical application of group theory, F.A. Cotton and Wilkinson , John Wiley
2. C.K Banwell
3. Modern spectroscopy J.M. Hollas , John viley
4. Applied electron spectroscopy for chemical analysis D.H. Windawi
5. NMR,NQR,EPR and Mossbauer spectroscopy in inorganic chemistry.R.V Parrish,Ellies Harwood
6. Physical method in chemistry R.S. Drago Saunders College
7. Introduction to molecular spectroscopy G.M. Barrow, Mc graw Hill
8. Basic principle of spectroscopy R.Chang, Mc graw Hill
9. Introduction to photoelectron spectroscopy. P.K.ghosh, John Wiley
10. Spectroscopy H.Kaur

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

VIII Rubric for Internal Assessment			
Subject: Pharmaceutical Analysis			
M.Sc. Pharmaceutical Chemistry I Sem			
GOAL:-Broad and detailed overview of state of art spectroscopic methods used in chemistry for structure elucidation and analysis of unknown samples.			
Objectives :- Students develop the ability to understand the concept of Infra Red Spectroscopy, , NMR, Raman Spectroscopy, Electronic Spin resonance Spectroscopy and Atomic Absorption Spectroscopy. ESR			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of spectroscopic techniques and applications of NMR, NQR and ESR, X-ray electron, neutron diffraction spectroscopy.	% Students having the basic concept of spectroscopic techniques applications of NMR,	% Students having understanding about Application and technique of spectroscopy	% Students Need More Efforts to understand the Basic Concept of spectroscopy and its application.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE**

Lesson Plan

Subject: Mathematics and Statistics for Pharmaceutical Chemistry, Code (MPC): 105 (a)

Session: Jul-Dec

Class: M.Sc. Pharmaceutical Chemistry I Sem

I: Objective of course:

The aim of this course is to develop learning and understanding skills in students for the basic elements of mathematics. So students will be able to apply its application in their core subjects.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional questions carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

CO1: The emphasis of the unit is on developing the skill of applying existing mathematical problems to chemical problems.

CO2: Basic mathematical methods for solving chemical theory and modeling problems.

CO3: Determine the uncertainty in derived quantities and manipulate them to convert between units.

CO4: To provide a broad foundation of mathematics that stresses scientific reasoning and analytical problem solving perspective.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				3				
CO 2				3			3	
CO 3				3				
CO 4			3	3		3	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Matrix algebra	Vectors, scalar and vector product	B.N. 1,2
2			Dot and cross product	
3			Triple and fourth product	
4			Problems on above topics	
5			Gradient , divergence curl	
6			Matrix algebra	
7			Definitions and operations on matrix	
8			transpose of matrix	
9			Adjoint of matrix	
10			Inverse and its problems.	
CO: 1				
LO1: Student will understand about the importance of elementary Vector algebra and Matrix Algebra in which vector addition, subtraction, vector product of three and four vectors, gradient divergence curl. As well as knowledge about Matrix addition, multiplication, inverse, adjoint and transpose. .				
11	2	Differential calculus	Functions, continuity and differentiability.	B.N. 1,2
12			Rules for differentiation	
13			Application of differentiation	
14			Problems on differentiation	
15			Maxima and minima	
16			Practice problems	
17			Bohr’s radius	
18			Maxwell’s distribution	
19			Practice problems	
CO: 2				
LO2: Students will get knowledge of elementary Differential calculus in which he learns about functions, continuity and differentiability, rules for differentiation. Application of differential calculus including Maxima and minima to calculate Bohr's radius and Maxwell's distribution.				
20	3	Integral calculus	Basic rules of integration	B.N. 1,2
21			Integration by parts	
22			Partial fraction and substitution	
23			Reduction formula	
24			Application of integral calculus	

25			Functions of several variables	
26			Partial differentiation	
27			Continuous transformation	
28			Practice problems.	
CO: 4				
LO3: Students will also learn Integral Calculus in which basic rules, integration by parts, partial fractions and substitution. Reduction formula, applications of integral calculus. Student should know about functions of several variables, partial differentiation.				
29	4	Elementary Statistics	Organising & Displaying Data variables	B.N. 1,2
30			Univariant and bivariant data	
31			Random variables	
32			Summarising data and variation	
33			Mean mode median	
34			Mean deviation, variance ,standard deviation	
35			Coefficient of variation	
36			And their solutions	
37			Practice problems	
CO: 4				
LO4: Students will also able to know about Variant data , Mean mode median, Mean deviation & standard deviation				
38	5	Permutation and Combination	Permutation and combination	B.N. 1,2
39			Definition & Rules of Probablity	
40			Binomial & Normal Distribution	
41			Regression & Correlation	
42			Simple Linear Regression	
43			Model Correlation Coefficient	
44			Examples on above topics.	
45			Miscellaneous examples	
CO: 3				
LO5: Develop the skills to apply basic of Permutation and combinations, probability and Regression & Corelation				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. The chemistry mathematics book, E. Steiner, oxford university.
2. Mathematics for chemistry, Bhupendra singh, pragati edition.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Mathematics for Chemist			
M.Sc. I Sem.			
Goal: To provide a broad foundation of mathematics that stresses scientific reasoning and analytical problem solving perspective			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE**

Lesson Plan

Subject: Biology for Pharmaceutical Chemistry**Code (MPC): 105 (b)****Session: Jul-Dec****Class: M.Sc. – Pharmaceutical Chemistry I Sem**

I: Objective of course: The objective of this course is to acquaint the students with the biological concept of Carbohydrates, Lipids, Amino acids and nucleic acid.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes (CO):

- CO1 Knowledge of multiple disciplines of biology and chemistry including cell biology, genetics and bio chemistry.
- CO2 To understand fundamental biochemical principles such as structure, function of molecular metabolic pathway and regulation of biological process.
- CO3 Awareness of major issues at the fore front of the discipline.
- CO4 Implement theoretical protocol and adapt them to plan and carry out simple investigation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3			3
CO 2					3			3
CO 3								3
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Cell structure and functions	Structure of prokaryotic and eukaryotic cells	B.N.2
2			Intracellular organelles and functions	
3			Comparison of Plant and animal cells	
4			Overview and functions	
5			Overview of metabolic process, catabolism and Anabolism	
6			Introduction to ATP, the biological energy currency	
7			Origin of life and Theories.	
8			Introduction to biomolecules	
9					Macromolecules
10			presentation	
CO: 1,3				
LO: Understand the knowledge of cellular component and functions				
11	2	Carbohydrates	Conformation of Monosaccharide's	B.N.1&2
12			Structure and function of important derivatives of monosaccharide's	
13			Structure and function of Disaccharides	
14			Structure and function of Polysaccharides	
15			Cellulose and chitine	
16			Storage Polysaccharides, Starch and glycogen	
17			Structure and biological functions of glucosaminoglycanes of mucopolysaccharides	
18		Carbohydrates of glycoprotein's and glycolipids.		
19			Roll of sugars in biological recognition, blood group substances and ascorbic acids.	
CO: 4				
LO: Understand the different classes of Carbohydrate , mono, di and polysaccharides				
20	3	Lipids	Fatty acids, essential fatty acids	B.N.2
21			Structure and function of triacylglycerols	

22			Glycerophospholipids, Sphingolipids	B.N.2
23			Cholesterol, bile acids, prostaglandins	
24			Composition and functions of lipoproteins, Role in atherosclerosis, properties of lipids	
25			Aggregates Micelles, bilayers, liposomes, and their possible biological functions	
26			Biological membranes, fluid mosaic model of membrane structure	
27			Lipid metabolism, beta oxidation of Fatty acids	
CO: 1,3				
LO: Enlighten structure, biosynthesis, molecular modeling of proteins.				
28	4	Amino acids, Peptides and proteins	Chemical and enzymatic hydrolysis of proteins to peptides	B.N.1
29			Amino acids sequencing	
30			Secondary structure of Proteins	
31			Alpha helix, beta sheets and super secondary structures	
32			Triple helix structure of collagen	
33			Tertiary structure of protein folding and domain structures	
34			Quaternary structures	
35			Metabolic degradation and biosynthesis of amino acids, Sequence determination, Chemistry of Oxytocin and TRH Hormones	
CO: 2, 3				
LO: Study the structure of phospholipids and tri glycerides, Comparison between different types of Fats and the functions.				
36	5	Nucleic acids	Purines and pyrimidines, bases of nucleic acids	B.N. 1,2 &4
37			Structure of DNA and RNA	
38			Double helix model of DNA	
39			Forces responsible for holding DNA	
40			Chemical and Enzymatic hydrolysis of nucleic acid	
41			Chemical bases of Heredity	

42			Replication of DNA	
43			Transcription, Translation and Genetic code	
44			Chemical synthesis of mono and trinucleosides	
45			Presentation	
CO: 3				
LO: Describe the basic structure of nucleic acid and compare the structure of DNA and RNA.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Principle of biochemistry, A.L. Lehninger
2. Biochemistry, L. Stryer
3. Biochemistry, Voet and Voet
4. outlines of biochemistry, E.E. Conn and P.K. Stumpf

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Biology for Chemists			
M.Sc Chemistry I Sem			
Goal : Students will develop the ability to understand the structure, functions of Carbohydrate, Lipids, in different physiological process. The structure of RNA and DNA will be explained.			
Objective: The objective of this course is to acquaint the students with the biological concept of Carbohydrates, Lipids, Amino acids and nucleic acid.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Structure of prokaryotic and eukaryotic cells, Introduction to biomolecules, Storage Polysaccharides, Starch and glycogen, Overview of metabolic process, catabolism and Anabolism	Composition and functions of lipoproteins, Roll in atherosclerosis, properties of lipids, Structure and function of Disaccharides,	Composition and functions of lipoproteins, Roll in atherosclerosis, properties of lipids.	Chemical bases of Heredity, Transcription, Translation and Genetic code, Metabolic degradation and biosynthesis of amino acids, Sequence determination, Chemistry of Oxytocin and TRH Hormones
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Lab Course -I

Session: Jul-Dec

Class: M.Sc. Pharmaceutical Chemistry- I Sem.

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of organic and pharmaceutical preparation, Extraction and chromatography.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- CO1 To study the organic reactions for synthesis of compounds.
- CO2 To study the preparation methods of pharmaceutical products
- CO3 To perform chromatographic separation
- CO4 To Extract components of pharmaceutical importance from different samples

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					3		3
CO 2	2					3		
CO 3						2	3	
CO 4						3		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-3	I	Preparations	Organic preparations of anthraquinone, p-amino phenol, 2,4-Di- nitrophenyl hydrazine, phenyl urea, PICRIC ACID, p-Bromo Acetanilide, Dibenzalacetone	
4-6			Pharmaceutical Preparations of Aluminim Acateta Ear Drop, Ammoniated Camphor Ointment, Electrolyte Maintenance IV Fluid, Salycilic Acid compound dusting powder, sodium chloride and dextrose powder, Strong Iodine Solution, Zinc Sulpheta Eye/ Ear Drop Effervescent Granules	
CO 1, 2				
LO: To prepare different organic and pharmaceutical compounds				
7-8	II	Extraction	Isolation of Caffeine and Casein,	
9-10			Isolation of Glucose and Cystine	
CO 3				
LO: To isolate caffine, casein, glucose and cystine				
11	III	Chromatography	Seperation of ortha na dpara nitroankline by TLC	
12			Separation of Dyes by TLC	
CO 4				
LO: To perform chromatographic separation of ortho-papa nitroaniline and dyes by TLC				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.
5. Practical Pharmaceutical Chemistry I& II, A.H. Backett, CBS Publisher and Distributors.
6. Examination of water and wastewater, American Public Health Association (APHA), Washington, 1999.
7. Principles of Pharmaceutical Organic Chemistry, R.R. Nadenla, New Age International Publishers
8. Practical Pharmacognosy, Rakesh Gupta, Macmillon Publ.
9. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Lab Course -II

Session: Jul-Dec

Class: M.Sc. Pharmaceutical Chemistry- I Sem.

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of Qualitative Analysis. Identification Drugs, Volumetric Assay.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | This Lab course will teach the different methods of limit tests of chloride, sulphate and different heavy metals. |
| CO2 | To gain the ability to identify the different drugs like- Paracetamol, Ibuprofen, Aspirin etc.. |
| CO3 | This lab course will teach the volumetric estimation of sodium bicarbonate benzoic acid and different other organic components. |
| CO4 | Student will learn the safe laboratory practices for performing different organic experiments. |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		3				3	2
CO 2	3		2				3	2
CO 3	3		3				3	2
CO 4	3				3		3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-2	I	Qualitative Analysis	Limit Test of Chloride, Sulphate and Lead	
3-4			Limit Test of Arsenic and heavy Metals	
CO 1, 4				
LO: Understanding the preparation, qualitative and quantitative estimation of Inorganic and organic complexes.				
5-6	II	Identification of Drugs	Identification of Drugs Paracetamol, Ibuprofen, Metranidazole, Pyrazinamide	
7-8			Identification of Drugs Aspirin, Chloroquine, Phosphate	
CO 2, 4				
LO: To understand the purity of different drugs, how to determine their properties.				
9-10	III	Volumetric Assay	Volumetric Assay Sodium bicarbonate, Citric acid	
11-12			Volumetric Assay benzoic acid, borax, zinc sulphate	
CO 3,4				
LO : Different safety practices of the laboratory				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Principles of Inorganic Pharmaceutical Chemistry-II Code : MPC-201 Session: Jan- Jun
Class: M.Sc. Pharmaceutical Chemistry- II Sem.

I: Objective of course: Students develop the ability understand theories, mechanism of inorganic drugs useful for systematic effect. Mechanism & reaction Bioinorganic Chemistry.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics

III: Course Outcomes (CO):

- CO1 This course deals with the synthesis, properties and uses of Inorganic pharmaceutical substances.
- CO2 Helps in understanding the role of calcium and iron as pharmaceutical agents in body.
- CO3 To gain knowledge of fundamental concepts of absorbents and adsorbents.
- CO4 Helps in understanding the methods of removing impurity and different test of impurity.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					2		3	3
CO 2					3		3	3
CO 3			2		3		3	3
CO 4	3		3		3		3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Impurities pharmaceutical substances	Sources of impurities, in pharma chemicals	B.N.1,2,3,4
2			Effect of impurities	
3			Permissible impurities in pharma substances	
4			Methods used to purify inorganic substanes	
5			Tests to purity	
6			Limit test of Chloride, Sulphate, Arsenic, Iron	
8			Limit test of Lead	
CO: 1& 3				
LO:Fundamental knowledge of sources of impurity, their effects and different test to remove impurities.				
9	2	Synthesis, Properties, and uses of inorganic compounds	Topical Drugs	B.N.1,2,3,4
10			Dusting Powders	
11			Antacids,	
12			Digestants	
13			Emetics	
14			Lubricants	
15			Expectorants	
16			Antitussives	
17			Adsorbents	
CO: 2 &3				
LO:Helps in understanding the Synthesis, properties of topical drugs, gastro-intestinal drugs and their uses.				
18	3	Radiopharmaceuti	Basic properties, Production,	B.N.5

19		cals	Stability, used in pharmacy	
20			Medicinal preparations of diagnostics	
21			Quality control	
22			Clinical applications of Radio isotopes	
23			Therapeutic agents	
24			Therapeutic agents applications of Radio isotopes	
25			Radio isotopes	
26			Quality control	
27			Medical preparations	

CO:2 & 3**LO:**Students will learn the basic properties of radiopharmaceuticals, medicinal applications of radio isotopes.

28	4	Calcium and Iron compounds as pharma agents	Role of Calcium in Body,	B.N.6,7
29			Preparation, properties and uses of calcium acetate	
30			Uses of calcium carbonate, calcium chloride, calcium gluconate, calcium hydroxideCalcium hydroxide	
31			Importance of Iron in Human in Human body	
32			Deficiency disorder of Iron	
33			Preparation, properties, and uses of ferric ammonium citrate	
34			Ferrous gluconate, Ferrous succinate	
35			Deficiency Disorder of Calcium	
36			Class Assignment	

CO:3 & 4**LO:**Helps in understanding the role of calcium, their deficiency disorder and different functions of iron in human body.

37	5	Pharmaceutical aids	Absorbents and adsorbents	B.N.5,6
38			Antioxidants and preservatives	
39			Excipients, Suspending Agents	
40			Filter Aids	
41			Colourants	
42			Tonicity adjusting agents	

43		Colouring and sweetening adjusting agents	
44		Ointment Suppository Bases	
45		Diluents, Binders, Disintegrating agents, and Lubricants	
CO:3 &4			
LO: Difference between absorbents and adsorbents, role of antioxidants and preservatives.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic Chemistry , F. A Cotton And Wilkinson, John Wiley
2. Inorganic Chemistry, J.E. Huheey, Harpes& Row
3. Chemistry of Elemnets , N.N. Greenwood and a Earnshow, Pergamon
4. Inorganic Chemistry, A.B. P. Lever Elsevier.
5. Comprehensive Coordination Chemistry F.A Cotton & G. Wilkinson
6. BioChemistry, Lehninger
7. Bioinorganic Chemistry, Chatwal Anand
8. Inorganic Chemistry, J.D. Lee

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Principles of Inorganic Pharmaceutical Chemistry-II			
M.Sc. Pharmaceutical Chemistry Sem-II			
Goal : Students will develop the understanding the different techniques of Inorganic synthesis and purification. The Inorganic properties will be taught in this course. Different pharmaceutical aids will be discussed with emphasis on Adsorbents and preservatives.			
Objective: Students develop the ability to understand theories, mechanism of Bonding, Metal Ligand coordination, stability of Complexes, Substitution reaction in various complexes Able to exemplified various drugs useful for systematic effect. Mechanism & reaction Bioinorganic Chemistry.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic ability to understand theories, mechanism of inorganic drugs useful for systematic effect. Mechanism & reaction Bioinorganic Chemistry.	% Students having the basic concept of synthesis, properties and uses of Inorganic pharmaceutical substances	% Students having understanding about various routes of drug administration.	% Students Need More Efforts for Solution and Basic Concept of Thermodynamics, pro drug & flow of solution
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**DEPARTMENT OF CHEMISTRY
IPS ACADEMY, INDORE**

Lesson Plan

Subject: Principle of Organic pharmaceutical Chemistry

Code : MPC 202

Session: Jan- Jun

Class: M.Sc –Pharmaceutical Chemistry II Sem

I: Objective of course: The objective of organic pharmaceutical chemistry is to understand synthesis of heterocyclic compounds and also understand the drug metabolism in the body and study of various physio-chemical factor affecting the biological action in the body and also the study of drug receptor and metabolism.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, and utility of concern topic.

III: Course Outcomes (CO):

- CO1 Understand some named reactions and synthetic procedures of drugs containing five, six member and fused heterocyclic
- CO2 Understand basic aspects of organic chemistry, mechanism, stereochemistry and synthetic applications of various named reactions
- CO3 To understand the various physio-chemical properties of drugs on the bases of chemical and therapeutical analysis and drug metabolism.
- CO4 Know and recall the fundamental principle of organic chemistry that includes chemical bonding, nomenclature, stereochemistry, structural isomerism and various reaction mechanisms.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3	3	3	3
CO 2					3	3	2	3
CO 3			3			2	3	3
CO 4					3	3	2	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	a) Classification of the drugs :- b) Drug receptors	Classification of the drugs on the basis of chemical structure.	B.N. 1,2 ,3&10
2			Classification of the drugs on the basis of therapeutic action.	
3			Classifications of drug receptor.	
4			Structure and nature of drug receptor.	
5			Study of various receptor theories.	
6			Mechanism of various drug receptor	
7			Mechanism and application of drug receptor.	
CO: 3				
LO:Knowledge about the classification and properties of drug and drug receptors.				
1	2	a)Physico - Chemical properties in relation to Biological Action: b)Drug metabolism	Factor affecting Drug absorption and distribution	B.N. 1,2 ,3&10
3			Factor affecting drug metabolism and elimination.	
4			Study of properties like ionization and partition coefficients.	
5			Study of properties like Acid base properties and hydrogen bonding.	
6			To study the stereo chemical aspect of the drug absorption.	
7.			Metabolic changes of Drugs in the body.	
8			Factor affecting metabolism	
9.			Pathway of metabolism.	
CO: 2,3				
LOTo study the physio-chemical properties and the metabolism of various drug inside the body.				
1	3	Reagents in Organic synthesis	Preparation and uses of complex metal hydride	B.N.1,2 &11
2			Lithium aluminum hydride, gilmen’s reagents,	
3			Lithium disopropylamide, and osmium tetra oxide..	
4			Dicyclohexylcarbodiisoamide, 1-3 lithiane	
5			Phase transfer catalysis, Wilkinson’s catalyst	

6		Raney nickel and lead tetra acetate.
7		Periodic Acid and Diazomethane
8		Ozone and their application

CO: 2

LO : Learn about various name reaction like Wilkinson's catalyst, phase transfer catalyst, Gilman's reaction, Raney Nickel etc with their synthesis and mechanism.

1	4	Heterocyclic Compounds	Synthesis and chemical properties of heterocyclic compound	B.N. 5 &7
2			Chemical properties of heterocyclic compound	
3			Application and biological significance of heterocyclic compound	
4			Study of mono heteroatom system: indole and quinoline	
5			Study of mono heteroatom system: Isoquinoline	
6			Study of multi heteroatom system: Diazole and Pyrazole	
7			Study of mono heteroatom system: Imidazole and oxazole	

CO: 1

LO: Recognize the synthesis, reactivity, chemical properties and application of heterocyclic compounds.

1	5	Addition to carbon Hetero Multiple Bonds	Mechanism of metal hydride reduction of saturate and unsaturated carbonyl compound.	B.N.1 , 2,&8
2			Mechanism of metal hydride reduction of Acid ester, nitrile	
3			Organozinc and organolithium reagents to carbonyl and unsaturated carbonyl compounds	
4			addition to Grignard reagents	
5			Mechanism of condensation Reaction involving Enolate like Mannich Reaction	
6			Mechanism of condensation Reaction involving Enolate like Benzoin and Perkin reaction	
7			Mechanism of condensation Reaction involving Enolate like Stobbes reaction	
8			Mechanism of condensation Reaction involving Enolate like Aldol and Knoevenagel reaction	
9			Claisen reaction and mechanism	

10			Hydrolysis of amides		Hyc
11			Hydrolysis of ester		
12			Ammonolysis of ester		
13			Study Application and stereochemical aspect		
			ASSIGNMENT ; Mechanism of nucleophilic substitution reaction		
CO: 4					
LO: Detail analysis of addition to carbon hetero multiple bond in the various name reaction aldol, claisen, knovenagel ,perkin, stobbes reaction also addition to Grignard reaction.					

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Mechanism of organic reaction ,Jagdamba Singh , pragatiprakshan
2. 1Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure,Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold,Cornell University
- 5.Heterocyclic Chemistry Vol. 1-3 R.R.Gipta, M. Kumar and V.Gupta, Springer Verlag
6. The chemistry of Heterocycles, T.Eicher and S. Hauptmann, Thieme
7. Reaction mechanism in organic chemistry,S.M.Mukherji and S.p.singh, Macmillan.
- 8 Pericyclic Reactions S.M.Mukherji ,Macmillan. India.
- 9 Stereocheemistry of organic compounds, D.Nasipuri,New age International
10. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
- 11 Principle and application of organotransition Metal Chemistry ,J.P.Collman ,L.S. Hegsdus
10. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
- 11 Principle and application of organotransition Metal Chemistry ,J.P.Collman ,L.S. Hegsdus

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Principle of Organic pharmaceutical Chemistry-II			
M.Sc. Pharmaceutical Chemistry II Sem			
Goal : Students develop the ability to prepare and analyze the structure ,properties, composition, reactions ,and preparation of carbon containing compounds and their various reaction mechanism and stereo chemical aspect.			
Objective: The objective of organic pharmaceutical chemistry is to understand synthesis of heterocyclic compounds and also understand the drug metabolism in the body and study of various physio- chemical factor affecting the biological action in the body and also the study of drug receptor and metabolism			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept physico chemical properties , Basic idea drug receptor and classification of drug, synthesis of various organic reagents about addition reaction to carbon hetero multiple bond and study of Heterocyclic Compounds	% Students having the basic concept physico chemical properties , Basic idea drug receptor and classification of drug ,synthesis of various organic reagents about addition reaction to carbon hetero multiple bond.	% Students having. Basic idea about heterocyclic compound and drug metabolism	% Students Need More Efforts for drug metabolism and d and organic reagent

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Principles of Physical Pharmacy-II Code: MPC-203
Class: M.Sc. Pharmaceutical Chemistry- II Sem.

Session: Jan- Jun

I: Objective of course: Students develop the ability to understand the concept, methods, Pharmacological Application of Physical Parameters to determine the physical properties of drugs viz. Thermodynamics, polymer and their molecular weight determination method, Rheology, coarse dispersion. Able to understand prodrug and various routes of administration

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics

III: Course Outcomes (CO):

- CO1 Illustrate flow properties and coarse dispersion properties of drugs.
- CO2 Acquire knowledge of various drug carrier and route of drug administration.
- CO3 Able to determine the basic component of drug administration physical properties of drug..
- CO4 Employ various thermodynamic factors and its relevancy with polymer solution.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3		3			
CO 2					2			
CO 3					3		3	
CO 4			3		3		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Rheology	Introduction	B.N.1,2,3,4
2			Newtonian System	
3			Non-Newtonian System	
4			Thixotropy	
5			Determination of Rheological properties	
6			Viscoelasticity	
7			Pscychorheology	
8			Application of Rheology in pharmacy	
CO: 1 & 3				
LO: Describe the matter properties & viscosity with Newtonian flow systems and non-Newtonian flow systems				
9	2	Coarse Dispersion	Suspension & their interfacial properties	B.N.1,2,3,4
10			Theories of Emulsification ,Formulation of suspension emulsion	
11			Physical stability & Preservation of Emulsions	
12			Rheologic property of Emulsions Microemulsions	
13			Rheologic property of Emulsions Microemulsions	
14			Semisolids	
15			Drugs Kinetics in Coarse dispersion medium	
16			Drugs Kinetics in Coarse dispersion medium	
17			Drug diffusion in coarse diffusion system	
CO: 2 &3				
LO: Differentiate and analyze disperse system in different pharmaceutical preparation and their stability				
18	3	Drug Product	Pro drug liposomes	B.N.5

19		Design	Monolithic & Reservoir devices	
20			Microcapsules	
21			Nano capsules & Nano particles	
22			Routes of administration	
23			Ocular & Nasal Administration	
24			Buccal & Pulmonary Administration	
26			Gastrointestinal Administration	
27			Trans dermal Administration	

CO:2 & 3

LO: Apply the core theoretical knowledge of pro drug and drug carrier and various routes of administration.

28	4	Polymer Science	Pharmaceutical Application of polymer	B.N.7,8
29			Pharmaceutical Application of polymer	
30			Molecular weight determination- concept	
31			Molecular weight determination- method	
32			Viscosity method	
33			Conformation of Dissolved linear Macromolecules	
34			Thickening agent	
35			Polymer solution preparation	
36			Polymer Solution-Solvent	

CO:3 & 4

LO: Explain concept of Molecular weight determination method of polymers and application of polymer solution in Pharmaceutical sector.

37	5	Thermodynamics of Polymer Solution	Thermodynamics of Polymer Solution	B.N.6,7,8
38			Phase separation	
39			Gel formation	
40			Coacervation and Microencapsulation	
41			Polymer in solid state	
42			Mechanical properties	
43			Cohesive force & Crystallinity	

44		Tacticity & Morphology	
45		Thermodynamics of Fusion	
CO: 3 &4			
LO: Explain the theoretical aspects of thermodynamics, properties and its application in pharmaceutical industries			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry , Gurdeep Raj
2. Physical Chemistry, P.W. Atkins
3. Physical Chemistry G. M. Barrow, Mc Grow Publication
4. Physical Chemistry Gurtu & Gurtu
5. Pharmaceutical Physical Chemistry Gurdeep Chatwal
6. Thermodynamics , Glasston
7. Polymers, Bilimeyer
8. Polymer, S. Gwarikar

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Principle of Physical PharmacyII			
M.Sc Pharma Chem Sem-II			
Goal : Students develop the ability to understand the concept , methods, Pharmacological Application of Physical Parameters to determine the physical properties of drugs viz. Thermodynamics, polymer and their molecular weight determination method, Rheology, coarse dispersion. Able to under stand prodrug and various routes of administration			
Objective: Students gain understanding of the physical parameter of drugs and their application.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of Rheology, and Coarse dispersion and understanding of thermodynamics of polymer solution.	% Students having the basic concept of Rheology, and Coarse dispersion and understanding of thermodynamics of polymer solution	% Students having understanding about various routes of drug administration.	% Students Need More Efforts for Solution and Basic Concept of Thermodynamics, pro drug & flow of solution
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Subject: Pharmaceutical analysis-II Code : MPC-204

Session: Jan- Jun

Class: M.Sc. Pharmaceutical Chemistry- II Sem.

Objective of course: Description of the theory and combine concepts of techniques and applications of Chromatographic Method, Solvent Extraction, Titrimetric and Gravimetry, Nephelometry and Turbidimetry.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics

III: Course Outcomes (CO):

- CO1 To understand different types of Chromatographic technique
- CO2 To study Solvent Extraction methods
- CO3 To understand the titrimetry and gravimetry methods of analysis
- CO4 To study Nephelometry and Turbidimetry method of analysis

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		3			3		3
CO 2	3		3			3		3
CO 3	2		3		3	3		
CO 4	3	3	3			3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Chromatographic method	Principles ,Techniques of TLC	B.N 9
2				
3			Application of thin layer chromatography , column chromatography	
4				
5			Column chromatography	
6			Gas liquid chromatography in pharmaceutical analysis	
CO: 1				
LO: To study Thin layer Chromatography, Column Chromatography and Gas Liquid Chromatography				

1	2	Chromatographic method	Introduction to Chromatographic technique	B.N 1
2			High performance liquid chromatography	
3			Types of Detectors , Sources	
4			Application of HPLC	
5			Ion exchange chromatography	
6			Size exclusion or gel chromatography	
CO: 1				
LO: To study HPLC, Ion Exchange chromatography and Exclusion Chromatography				

1	3	Solvent Extraction	Solvent extraction ,principle of solid liquid extraction	B.N. 10
2			principle of liquid liquid extraction	
3			Distribution law, factor favouring solvent extraction	
4			Sequence of extraction process	
5			Extraction techniques , batch extraction ,stripping extraction ,continuous extraction	
6			Soxlet extraction importance of liquid liquid extraction	
CO: 2				
LO:. To understand principle, types and application of Solvent Extraction				

1	4	Titrimetry & Gravimetry	Determination of dissolved oxygen (DO)	B.N.1
2			Biological oxygen demand	
3			Chemical oxygen demand	
4			Arsenic ,cadmium ,lead by titremetric and gravimetric methods ,	
5			Calcium and magnesium mercury by tritemetric and gravimetric methods	
CO: 3				
LO: To study titrimetry method of analysis for COD, DO and BOD and gravimetric method of analysis for As, Cd, Pb, Hg, Ca and Mg				

1	5	Naphelometry and turbidimetry	Types of Naphelometry and turbidimetry	B.N.2
2			Instrumentation	
3			Single and double beam ,Factors affecting measurements	
4			Applications of Nephelometry and turbidimetry	
CO: 4				
LO: To understand principle, instrumentation and applications of Naphelometry and Turbidimetry method of analysis				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Chemical application of group theory, F.A. Cotton and Wilkinson , John Wiley
2. C.K Banwell
3. Modern spectroscopy J.M. Hollas , John viley
4. Applied electron spectroscopy for chemical analysis D.H. Windawi
5. NMR,NQR,EPR and Mossbauer spectroscopy in inorganic chemistry.R.V Parrish,Ellies Harwood
6. Physical method in chemistry R.S. Drago Saunders College

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Pharmaceutical Analysis			
M.Sc. Pharmaceutical Chemistry II Sem			
<u>GOAL</u> :-Broad and detailed overview of state of various analytical techniques.			
Objectives :-Description of the theory and combine concepts of techniques and applications of Chromatographic Method, Solvent Extraction, Titrimetric and Gravimetry, Namphlometry and Turbidimetry.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Chromatographic Method, Solvent Extraction, Titrimetric and Gravimetry, Namphlometry and Turbidimetry.	% Students having the basic concept of Chromatographic Method, Solvent Extraction.	% Students having understanding about Application and technique of Chromatography	% Students Need More Efforts to understand the Basic Concept of Chromatography & quantitative estimation.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Computer for Pharmaceutical Chemistry**Code (MPC): 205****Session: Jan-Jun****Class: M.Sc. Pharmaceutical Chemistry II Sem**

I: Objective of course: The objective of this course includes the knowledge of basic computing concept , security measure and ability to use popular soft ware application to produce documents, spread sheets , presentation and also to manage file & folder and retrieving data.

II: Examination: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic

III: Course Outcomes (CO): `

- CO1 Gain knowledge to design & developed principles in the construction of software system of varying complexity.
- CO2 Knowledge to use current techniques, skills & tools necessary for computing practicals
- CO3 Use of Microsoft office program to create personal academic document according to industry & professional standard.
- CO4 To knowledge of computer science to the identification, analysis & solution of chemistry problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1								
CO 2				3				
CO 3							3	
CO 4							3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction to Computer & Computing	Basic Structure & functioning of computer with a PC as Example	B.No. 1,2,3
2			Memory Input Output device	
3			Secondary storage Computer language	
			Operating System -DOS	
4			Introduction to UNIX &Windows	
5			Principle of Programming Algorithm	
6			Principle of Flow Chart	
CO: 1				
LO: To learn basic principle of using windows operating system				
7	2	Computer Programming FORT|AN/C/BAS IC	Introduction to Fortan	B.No.1,2,3
8			Element of Computer Language	
9			Constants & Variable	
10			Operation & Symbol Expression	
11			Arithmetic Assignment statement, Input & Output	
12			Termination & Branching Statement –IF or GO	
13			Double precision & Subscripted variable	
14			Dimension variable	
15			DO statement FUNCTION AND SUB ROUTINE	
16			COMMON and DATA Statement	
CO: 1,2				
LO: Apply fundamental programming concepts & evaluation of various operations in C..				
17	3	Programming in Pharmaceutical Chemistry	Developing of small computer code using C Language	B.No.2,3
18			Formula in Chemistry – Vander waal Equation	
19			Formula in Chemistry-Chemical Kinetics, Determination of Rate Constant	
20			Formula in Chemistry- Radio Active Decay(Half & Average rate	
21			Determination of Molarity Normality of Solution	
22			Evaluation of Electro negativity of atom	
23			Experimental determation of moleculer weight & Lattice Energy	
24			Calculate percentage of Element of Organic	

			Compound using data		
25			Representation of molecule in term of Elementary structural features-Bond Length & Bond Angle		
CO: 1,2					
LO: To developed small computer program based on physical chemistry with the help of FORTAN language					
26	4	Use of Computer programmes	Operation of PC data processing	B.No.1,2,3	
27			Running of standard programme & package- MS Word		
28			Running of standard programme & package- MS Excel		
29			Chart formation & calculation		
30			Plotting X Y plot & calculation		
31			Simpson’s Numerical Integration method		
32			Computer programming for Chemistry Lab Experiments		
33			Computer programming for Chemistry Lab Experiments		
34			Computer programming for Chemistry Lab Experiments		
CO: 1,3					
LO: Gain knowledge of computer program with special emphasis on MS word & MS Excel					
35	5	Internet	Application of Internet for Chemistry with search engine	B.N.1,3	
36			PDF- Concept & Application		
37			PDF- Concept & Application		
38			JPG- Concept & Application		
39			RTF- Concept & Application		
40			Bitmap- Concept & Application		
41			Web camera		
42			Scanning		
43			OMR		
44			Practicals on programming Language		
45			Practicals on programming Language		

CO: 4**LO:** Develop skills of internet protocol and enlightening various types of files.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fundamental of Computers –V.Raja Raman
2. Computer in Chemistry –K.V. Raman
3. Computer programming in FORTRAN IV-V RajaRaman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Computer for Pharmaceutical Chemistry

M.Sc Pharmaceutical Chemistry II Sem

Goal : Students develop the ability to understand ,fundamentals , theories, application of basic computer principle, Operating system, different languages, maintaining documentations, files & folder and have practical application.

Objective: The objective of this course includes the knowledge of basic computing concept , security measure and ability to use popular soft ware application to produce documents, spread sheets , presentation and also to manage file & folder and retrieving data

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept computing concept, language Internet thoroughly	% Students having the basic concept of computational theoretical concept require to understand and to know its practical utility.	% Students having understanding Languages properly and require to apply	% Students Need More Efforts for Computer Programming & Internet

IX: Scheme of internal marks

Class Participation				Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz out of 10	Test out of 10	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY**

Lesson Plan

Subject: Lab Course -I
Class: M.Sc. Pharmaceutical Chemistry- II Sem.

Session: January-June

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of volumetric assay, gravimetric assay and chromatography.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- CO1 To study the assay of different components
- CO2 To understand the chromatographic separations of components
- CO3 To study volumetric and gravimetric study of components.
- CO4 Estimate the purity of different component.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3			3	3	
CO 2			2			3	2	
CO 3			2			3	2	
CO 4			2			3	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-4	I	Volumetric assay	Volumetric assay of Ampicilline, aspirin, aluminium hydroxide	
5-8			Volumetric assay of Magnesium Sulphate, Lithium Carbonate	
CO 1 , 3, 4				
LO : To understand and perform Volumetric assay of components				
To study and perform Gravimetric assay of Sodium Sulphate	II	Gravimetric assay	Gravimetric assay of Sodium Sulphate by BaSO ₄ precipitation method	
CO 1 , 3, 4				
LO To study and perform Gravimetric assay of Sodium Sulphate				
10	III	Chromatography	Separation of Paracetamol and Ibuprofen By TLC	
11			Separation of Vitamins by TLC	
12			Separation of A-amino acid by Paper Chromatography	
CO 2, 4				
LO To study and perform chromatographic separations				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Lab Course -II
Class: M.Sc. Pharmaceutical Chemistry- II Sem.

Session: January-June

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of Qualitative Analysis. Physical Pharmacy and Physical Parameters of Tablets.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- CO1 To understand the physical parameters of different products
- CO2 Study the different parameters of tablet
- CO3 To understand analytical techniques of pharmaceutical importance
- CO4 To study quantitative and qualitative study of components

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			2		3		3	
CO 2			2		3		3	
CO 3			3		2		3	
CO 4			2		2		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Quantitative Analysis	Conductometric analysis of chlorides in drugs	
2			Determination of COD of Water	
3-4			Estimation of Phenols using bromated solution/ or Acetylation method	
CO 1, 3, 4				
LO: To study quantitative analysis of different pharmaceutical component				
5	II	Physical Pharmacy	Determination of heat of Ionization of Acetic Acid	
6			Investigate the auto catalytic reaction between KMnO ₄ and Oxalic Acid	
7			Investigate the adsorption of oxalic acid by activated charcoal and test validity of Freundlich and Lanmuir Isotherms	
8			To construct phase diagram for the three component system	
CO 1, 3, 4				
LO: To study different physical parameters of pharmaceutical importance.				
9	III	Physical Parameters of Tablets	Study of Hardness of tablet	
10			Study of Friability of tablet	
11			Disintegration of Coated and Uncoated tablets and Capsule	
12			Dissolution of Coated and Uncoated tablets and Capsule	
CO 2, 3, 4				
LO To study different physical parameters of tablets.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Medicinal Chemistry, Code : MPC-301 Session: July-December

Class: M.Sc. Pharma. Chemistry, Sem. III

I: Objective of course:

This course is designed to develop and understanding of synthesis and therapeutics application of compounds under non steroidal anti-inflammatory drugs, Local and General Anesthetics, antihypertensive drugs, diuretics anti-histaminics anti malarials' anti tubercular agents

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

- | | |
|--------|---|
| CO-I | To understand synthesis and therapeutic application of drug compounds |
| CO-II | To study structure, SAR and side effects of drug compounds |
| CO-III | Understand the different class and category of drugs. |
| CO-IV | Study of mode of action of different drug compounds. |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			3	3	3	3	
CO 2	3		3	3	3	3		
CO 3	1					3	3	
CO 4	1					3		

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1				
1	1	Non Steroidal Anti-Inflammatory drugs (NSAIDs)	Classification of NSAIDs	B.No. 1
2			SAR of Heterocyclic Analogus, Aryl Propionic acid analogues	
3			SAR of Salicylic Acid Analogues.	
4			Synthesis, Mode of Action, Therapeutic uses and Adeverse effects of Indomethacin, Tolemetin Sodium, Ibuprofen, Naproxen, Aspirin, Paracetamol and phenyl butazone	
5				
6				
7				
8				
9				
10				
CO 1, 2, 3, 4				
LO : To understand classification, SAR, synthesis mode of action, therapeutic use and adverse effects of Non Steroidal Anti-inflammatory drugs (NSAIDs)				
11	2	a. Local Anesthetics b. General Anesthetics	Introduction and Classification of Local Anesthetics	B.No. 2,3
12			SAR and Mechanism of Local Anesthetics	
13			Theories of Local Anestheiscs	
14			Synthesis, Mode of Action and Adverse effects of Benzocaine, Procaine, Lignocaine, Dibucaine amd Dipерidon	
15			Introduction and Classification of General Anesthetics	
16			Theories of General Anestheiscs	
17			Synthesis, Uses and Adverse effects of cyclopropane, halothane, nitrous oxide, chloroform, thiopental sodium, tribromoethanol	
18				
19				
CO 1, 2, 3, 4				
LO: To study classification, SAR, synthesis mode of action, therapeutic use and adverse effects of local and general anesthetics				
20	3	a. Antihypertensive drugs b. Diuretics	Introduction to hypertension, types and causes	B.No. 3,4
21			Classification of antihypertensives.	
22			Synthesis, therapeutic uses, adverse effects of Metraminol, Naphazoline, Hexamethonium bromide, methyl dopa, rauwolfia	
23				
24					Physiology of urine formation
25			Classification of diuretics	
26			SAR of Mercurials, Thiazides, Xanthines,	

27			Mechanism of action of Mercurials, Carbonic anhydrase inhibitors. Thiazides and Loop diuretics	
28			Synthesis mode of action, therapeutic uses and adverse effects of Mersaly, Ethacrynic acid, Furosemide, Spiromolactone, Chlorthiazide, Acetazolamide	
29				
CO 1, 2, 3, 4				
LO : To understand classification, SAR, synthesis mode of action, therapeutic use and adverse effects of antihypertensive drugs and diuretics				
30			Introduction and classification of anti histamines	
31			SAR of Amino Alkylethers and ethylenediamines. Mode of Action of H ₁ and H ₂ Receptor Antagonis	
32			Syntheis Therepeutic uses and adeverse effects of Dihenylhdramine HCl, Tripeleennamine HCL, Promethanzine HCl, Chlorcuclizine HCl and Zntazoline HCl	
33				
34	4	a. Anti-Histaminics b. Antimalarials c. Anti Tubercular Agents	Etiology of Malarian dan classification of anti-malarials.	B.No 1,2
35			SAR of 4-aminoquinolines and 8-aminoquinolines	
36			Synthesis, MOA, Therapeutic use and adverse effects of chloraquine, amodiaquinine HCl, Primaquine phosphate, Proguanil HCl, Trimethoprim.	
37			Introduction to anti tubercular agents Ethambutal, isonicotinic acid, rifgmpacin, streptomycin	
CO 1, 2, 3, 4				
LO: To study classification, SAR, synthesis mode of action, therapeutic use and adverse effects of anti-histaminics, antimalarials, anti tubercular agents.				
38-40			Synthesis Uses and side effects of Sulfanilamide, Sulfapyridine, sulfadiazine, SAR of Sulphanilamide	
41	5	a. Antimetabolites b. Antineoplastic Agents	Introduction to cancer and antineoplastic drugs	B.No. 5,6
42			Role of alkylation agents in treatment of cancer	
43-45			Uses Properties and Side effects of Mustard drugs, Mechloroethamic, Cyslophosphamide. Melphalon Uracil	
CO1, 2, 3, 4				
LO: To understand classification, SAR, synthesis mode of action, therapeutic use and adverse				

effects of antimetabolites and antineoplastic agents.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Pharmacology, S. K. Bhattacharya, P. Sen, A. Ray, Reed Elsevier India Pvt.Ltd
2. Pharmacology and Pharmacotherapeutics, R.S. Satoskar N. Rege, S.D. Bhandarkar, Popular Prakashan
3. Elementary Pharmacology & Toxicology, R. D. Budhiraja, Popular Prakashan
4. Essentials of Medical Pharmacology, K.D. Tripathi, Jaypee Brothers Medical Publishers (P) Ltd
5. Basic and Clinical Pharmacology, B. G. Katzung, A. J. Trevor, S. B. Masters, Mc Graw Hill
6. Principles of Pharmacology, H. L. Sharma and K. K. Sharma, Paras Medical Publisher

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Medicinal Chemistry			
M.Sc. Pharmaceutical Chemistry III Sem			
Goal: Develop basic understanding of synthesis and therapeutics application of compounds, structure, mechanism of action, SAR side effects of different class of drugs.			
Objective of course: This course is designed to develop and understanding of synthesis and therapeutics application of compounds under non steroidal anti-inflammatory drugs, Local and General Anesthetics, antihypertensive drugs, diuretics anti-histaminics anti malarias' anti tubercular agents			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of NSAIDS Anesthetics, Antihypertensive drugs, diuretics, anti-histamine anti malarial anti TB, antimetabolites antineoplastic agents	% Students having the knowledge of NSAIDS Anesthetics, Antihypertensive drugs, diuretics, anti-histamine anti malarial anti TB, antimetabolites agents	% Students having the knowledge of NSAIDS Anesthetics, Antihypertensive drugs, diuretics, anti-histamine anti malarial anti TB agents	% Students having the knowledge of NSAIDS Anesthetics, Antihypertensive drugs, diuretics agents

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Chemistry of Natural Products Code : MPC-302 Session: July-December

Class: M.Sc. Pharma. Chemistry, Sem. III

I: Objective of course:

This course is designed to develop an basic understanding of chemistry of natural products and their importance in Pharmaceutical Chemistry.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

CO-I	Understand the classification, nomenclature and occurrence of different Natural Products
CO-II	Study the structure and isolation of natural products.
CO-III	To understand the physiological action of natural products.
CO-IV	Study of biosynthesis of natural products.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					2	3	3	
CO 2					3	3	3	
CO 3					2	3		
CO 4					3	3	3	

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1				
1	1	Terpenoids and Carotenoids	Classification, nomenclature and occurrence of Terpenoids	B.No.1, 2
2			Isolation and general methods of structure determination of Terpenoids	
3			Isoprene rule with examples	
4-10			Structure determination, stereochemistry, biosynthesis and synthesis of Citral, Geraniol, α -Terpeneol, Menthol, Farnesol, Zingiberene, Santonin, Phytol, Abietic Acid, and β -Carotene	
CO 1, 2, 3 ,4				
LO : To understand classification, nomenclature, occurrence, isolation, structure and biosynthesis of Terepenoids and Carotenoids.				
11	2	Alkaloids	Definition, nomenclature and physiological action of alkaloids	B.No.1, 3
12			Occurrence, isolation, general methods of structure elucidation of alkaloids.	
13			Degradation of alkaloids	
14			Classification of alkaloids based on nitrogen heterocyclic ring	
15			Role of alkaloids in plants	
16-19			Structure, stereochemistry , synthesis and biosynthesis of the Ephedrine, (+)-Nicotine, Atropine, Quinine and Morphine	
CO 1, 2, 3 ,4				
LO: To understand classification, nomenclature, physiological action, occurrence, isolation, structure and biosynthesis of Alkaloids.				
20	3	Steroids	Occurrence, nomenclature and basic skeleton of Steroids	B.No.1, 4
21			Diel's hydrocarbon and stereochemistry of Steroids	
22-28			Isolation, structure determination and synthesis of cholesterol, bile acids, androsterone, testosterone, Estrone, Progesterone, Aldosterone,	
29			Biosynthesis of Steroids	
CO 1, 2, 3 ,4				
LO : To study occurrence, nomenclature, isolation, structure and biosynthesis of Steroids				
30-31			Occurrence Nomenclature and general methods of structure determination of Plant Pigments	

32-34	4	Plant Pigments	Isolation and synthesis of Apigenin, Luteolin, Quercetin, Myrcetin, Quercetin 3 glucoside, Vitexin, Diadzein, Aureusin, Cyanidin 7 arabinoside, Cyanidin, Hirsutidin,	
35-36			Biosynthesis of flavonoids; Acetate pathway and Shikimic acid pathway	
37			Structure and synthesis of Haemoglobin and Chlorophyll	
CO 1, 2, 3 ,4				
LO: To study occurrence, nomenclature, isolation, structure and biosynthesis of plant pigments and prophyryns				
38- 39	5	a. Prostaglandins b. Pyrethroids and Rotenones	Occurrence, nomenclature and classification of Prostaglandins	B.No.1, 3, 4
40			Biogenesis and physiological effects of Prostaglandins	
41- 42			Synthesis of PGE2 and PGF 2a	
43-45			Synthesis and reactions of Pyrethroids and Rotenones.	
CO1, 2, 3 ,4				
LO: To understand classification, nomenclature, physiological action, occurrence, isolation, structure and biosynthesis of prostaglandins and pyrethroids and Rotenones.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Chemistry of Natural Products, Sujata V. Bhat, Bhimsen A. Nagasampagi, Meenakshi Sivakumar, Springer Berlin.
2. Pharmacology and Pharmacotherapeutics, R.S. Satoskar N. Rege, S.D. Bhandarkar, Popular Prakashan
3. Elementary Pharmacology & Toxicology, R. D. Budhiraja, Popular Prakashan
4. Essentials of Medical Pharmacology, K.D. Tripathi, Jaypee Brothers Medical Publishers (P) Ltd

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Chemistry of Natural Products			
M.Sc. Pharmaceutical Chemistry III Sem			
Goal: Develop basic understanding of natural products like terpenoids and carotenoids, alkaloids, steroids, plant pigments prophyrins prostaglandins and pyrethroids and rotenones			
Objective of course: This course is designed to develop an basic understanding of chemistry of natural products and their importance in Pharmaceutical Chemistry.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of Terpenoids and carotenoids, alkaloids, steroids, plant pigments prostaglandind and pyrethroids and rotenones	% Students having the knowledge of Terpenoids and carotenoids, alkaloids, steroids, plant pigments prostaglandind and	% Students having the knowledge of Terpenoids and carotenoids, alkaloids, steroids,	% Students having the knowledge of Terpenoids and carotenoids.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Toxicology**Code : MPC-303****Session: July-December****Class: M.Sc. Pharma. Chemistry, Sem. III****I: Objective of course:**

The course deals with the basic knowledge of Toxicology, drug dependence, Poisoning .

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

- CO-I Understand the basic concept of toxicology and poisoning
 CO-II Study the classification and mode of action of different types of drugs and poison
 CO-III Understand the treatment for different types of poisoning
 CO-IV To study the interaction among different drugs and physiological state

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						3		
CO 2			2			3		
CO 3			3			3		
CO 4			2			3		

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1				
1	1	Introduction to toxicology	Definition and types of toxicity	
2			Basic Principles of Toxicology	
3			Carcinogenicity	
4			Mutagenicity	
5			Teratogenicity	
6			Acute, Sub-acute and chronic toxicity	
7-10			Preclinical evaluation of drugs	
CO 1				
LO : Study the basic concepts of toxicology and preclinical evaluation of drugs.				
11	2	Drug Dependence	Definition of drug dependence and introduction to drug of abuse	
12			Classification of drugs of abuse	
13			Drug addiction	
14			Physical dependence	
15			Psychological dependence	
16-19			Mechanism of tolerance and dependence	
CO 2.3				
LO: Understand the concept of drug dependence types and drug addiction.				
20	3	Poisoning	Introduction and classification of poisoning	
21-23			Factors modifying the action of poison	
24			Types of Poisoning	
25-29			General treatment and management of Poisoning	
CO 3				
LO : To study the basic concept of poison and poisoning and its treatment.				
30-31	4	Detailed treatment of Poisoning of the following substance	Detailed treatment of Poisoning of As, Hg, Pd, Zn, Cyanide and heavy metals	
32-33			Detailed treatment of Poisoning of Opium, Morphine and LSD	
34-35			Detailed treatment of Poisoning of Alcohol and Barbiturates	
36			Detailed treatment of Poisoning of Salicylates and Paracetamol	
37			Detailed treatment of Poisoning of Digitalis, Nicotine and Cocaine	
CO 4				
LO: To study the treatment for different types of poisoning of different types poison and drugs.				
38				

39	5	a. Environmental Pollution b. Drugs & Pregnancy c. Drug Interaction	Types of environmental pollution,	
40			Methods of Control of Pollution	
41			Introduction to drugs and pregnancy	
42			Drug-drug interaction during pregnancy	
43			Teratogenic Drugs, drugs Contraindicated in pregnancy	
44			Definition of drug interaction, factors predisposing to drug interaction	
45			Classification and mechanism of drugs interaction, adverse drug interaction	
CO 4				
LO: To study the basics of Environmental Pollution, drugs and pregnancy and drug interaction.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Pharmacology, S. K. Bhattacharya, P. Sen, A. Ray, Reed Elsevier India Pvt.Ltd
2. Pharmacology and Pharmacotherapeutics, R.S. Satoskar N. Rege, S.D. Bhandarkar, Popular Prakashan
3. Elementary Pharmacology & Toxicology, R. D. Budhiraja, Popular Prakashan
4. Essentials of Medical Pharmacology, K.D. Tripathi, Jaypee Brothers Medical Publishers (P) Ltd
5. Basic and Clinical Pharmacology, B. G. Katzung, A. J. Trevor, S. B. Masters, Mc Graw Hill
6. Principles of Pharmacology, H. L. Sharma and K. K. Sharma, Paras Medical Publisher

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Toxicology			
M.Sc. Pharmaceutical Chemistry III Sem			
Goal: Develop basic understanding of Different aspects of poisoning			
Objective of course: The course deals with the basic knowledge of Toxicology, drug dependence, Poisoning			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of toxicology, drug dependence, poisoning, drugs and interactions	% Students having the knowledge of toxicology, drug dependence, poisoning.	% Students having the knowledge of toxicology, drug dependence.	% Students having the knowledge of toxicology.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Subject: Pharmaceutical Biotechnology Code : MPC-304 Session: July-December

Class: M.Sc. Pharma. Chemistry, Sem. III

I: Objective of course: The course deals with the basics of biotechnology and their applications in pharmaceuticals. The elementary idea of immunology, Vaccinology, Genetics, recombinant DNA Technology and Gene Therapy

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

CO-I	Understand the basics concepts of Pharmaceutical Biotechnology
CO-II	To study the usage of Vaccine and Genetics in therapeutics
CO-III	Understand the basics and applications of Recombinant DNA technology in pharmaceutical
CO-IV	To study the method of treatment of disease by Gene Therapy

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							3
CO 2					2			3
CO 3					3			3
CO 4								3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1				
1	1	Basics of Immunology	Introduction to Immunity and Immunology	B.no. 1,2,3
2			Cells and tissue and Immune System	
3-4			Characteristics and types of antigens	
5-6			Structure and types of antibodies	
7-9			Antigen –Antibody reactions and its application	
10			Hypersensitivity	
CO 1,				
LO : Study the immune system of body, classification and structure of antibodies and antigen-antibody interaction.				
11	2	Vaccinology	Introduction to Vaccines and vaccinology	B.no. 1,2,3
12			Conventional vaccines	
13			Modern Vaccine Technologies	
14-15			Genetically improved live vaccine	
16-17			Genetically improved subunit vaccine	
18-19			Pharmaceutical Considerations	
CO 1, 2				
LO: Understand the different types of vaccine and application of vaccine in enhancing immunity.				
20	3	Genetics	Structure and function of DNA	B.no. 1,2,3
21			DNA Replication & Repair	
22-23			Expression of Genetic Information	
24			Structure and Function of RNA	
25			Trancscription	
26			Genetic Code	
27			Translation	
28- 29			Post Translation modification	
CO 1, 2				
LO : To study the basic genetic materials RNA and DNA, structure, function, transcription, translation of genetic material.				
30-32	4	Recombinant DNA Technology	Gene cloning, restriction enzymes, vectors, genomic libraries, polymerase chain reaction.	B.no. 1,2,3
33-36			Methodology for production of biopharmaceutical by recombinant DNA Technology; Hormones, Interferons, t-Plasminogen Activator,	
37			Monoclonal Antibodies amd Hybridoma	

			Technology	
CO 1, 3				
LO: Understand the basics concepts Recombinant DNA technology in pharmaceutical.				
38	5	Gene Therapy	Introduction and potential target disease for gene therapy	B.no. 1,2,3
39-40			Gene transfer methods	
41			Molecular principles of drug targeting	
42-43			Drug Delivery system in gene therapy	
44-45			Clinical studies in Gene therapy	
CO 1, 4				
LO: Understand the study of Gene therapy, different types of potential target disease gene therapy.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Pharmaceutical Biotechnology, Ashutosh Kar.New Adge
2. Pharmaceutical Biotechnology, S. P. Vyas, Dixit V., CBS Publishers & Distributors
3. Lehninger Principles of Biochemistry, D L Nelson , MM Cox

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Pharmaceutical Biotechnology			
M.Sc. Pharmaceutical Chemistry III Sem			
Goal: Develop basic understanding of immunology, vaccinology, Genetics, recombinant DNA Technology and Gene Therapy.			
Objective of course: The course deals with the basics of biotechnology and their applications in pharmaceuticals. The elementary ideaw of immunology, Vaccinology, Genetics, recombinant DNA Technology and Gene Therapy			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of Basics of Immunology, Vaccinology, Genetics, recombinant DNA technology.	% Students having the knowledge of Basics of Immunology, Vaccinology, Genetics,	% Students having the knowledge of Basics of Immunology, Vaccinology, Genetics,	% Students having the knowledge of Basics of Immunology, Vaccinology.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Course: M.Sc. Pharma. Chemistry, Sem. III; Code : MPC-305 Session: July-December

Subject: Pharmacognosy

I: Objective of course: The course is designed to take up the basics of pharmacognosy, natural source of drugs, isolation of phyto-constituents and herbs.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

- CO-I To understand the basics of medicinal drugs obtained from plants or other natural sources.
- CO-II To study the therapeutic significance of natural herbs and drugs.
- CO-III To understand the structure, properties and isolation method of natural compounds
- CO-IV To study the various aspects of phyto-constituents of therapeutic importance

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3	1	1	3
CO 2					3	1	1	2
CO 3					3	1	1	
CO 4					3	1	1	3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
Part 1				
1	1	a. Cultivation b. Plant Growth Hormone c Pest	Cultivation of medicinal plants	B,No. 1, 2
2			Factors affecting cultivation	
3			Collection of parts of medicinal plants	
4			Harvesting	
5			Drying	
6-7			Plant growth Hormones	
8-10			Pest and Pest Control methods	
CO 1				
LO : To study the various factors affecting the cultivation, Growth Hormones and Pests in plants.				
11	2	Natural Source of Drugs:	Natural Source of Drugs	B,No. 1, 4
12			Drugs from higher plants and microbes	
13			Drugs from animals and marine organisms	
14			Classification of drug from Natural Origin	
15			Morphological Classification	
16			Taxonomical Classification	
17			Pharmacological classification	
18-19			Chemical Classification	
CO 1, 2				
LO: To understand the different natural sources of drug and their chemical classification.				
20-21	3	Phyto-constituents of Therapeutic Significance	Introduction to phyto-constituents of therapeutic significance	B,No. 1, 3
22-23			General methods of extraction, isolation, identification and characterization of carbohydrate	
24-25			General methods of extraction, isolation, identification and characterization of glycoside	
26-27			General methods of extraction, isolation, identification and characterization of phenolic compounds	
28			General methods of extraction, isolation, identification and characterization of steroids	
29			General methods of extraction, isolation, identification and characterization of alkaloids	
CO 1, 2, 3				
LO : To study the characterization, identification, extraction and isolation methods of phyto-constituents of therapeutic significance.				
30-31	4	Isolation of Phyto-	Isolation of Morphine	

32		constituents	Isolation of Quinine	B,No. 1, 5
33			Isolation of Glycosides	
34			Isolation of Methanol	
35			Isolation of Thymol	
36			Isolation of digitalis	
37			Isolation of diosgenin	
CO 3, 4				
LO: To study the isolation methods of phyto-constituents.				
38-40	5	a. Herbs b. Tissue Culture	Herbs as Health Foods and as Cosmetics	B,No. 1, 5
41-43			Introduction of tissue culture	
44-45			Scope of tissue culture in production of Phyto-Pharmaceuticals	
CO 1, 2, 3, 4				
LO: Understand the concept of herbs as health food and as cosmetics and basics of tissue culture.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Pharmacognosy, Gokhale, Kokatem, Nirali Prakashan
2. Chemistry of Natural Products, Sujata V. Bhat, Bhimsen A. Nagasampagi, Meenakshi Sivakumar, Springer Berlin.
3. Pharmacology and Pharmacotherapeutics, R.S. Satoskar N. Rege, S.D. Bhandarkar, Popular Prakashan
4. Elementary Pharmacology & Toxicology, R. D. Budhiraja, Popular Prakashan
5. Essentials of Medical Pharmacology, K.D. Tripathi, Jaypee Brothers Medical Publishers (P) Ltd

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Pharmacognosy			
M.Sc. Pharmaceutical Chemistry III Sem			
Goal: The course is designed to take up the basics of natural sources of drugs.			
Objective of course: The course is designed to take up the basics of pharmacognosy, natural source of drugs, isolation of phyto-constituents and herbs.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of Pharmacognosy, Natural Source of Drugs, Phyto-Constituents.	% Students having the knowledge of Pharmacognosy, Natural Source of Drugs.	% Students having the knowledge of Pharmacognosy, Herbs as Health foods and as a Cosmetics	% Students having the knowledge of Pharmacognosy.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

**IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY**

Lesson Plan

Subject: Lab Course -I
Class: M.Sc. Pharmaceutical Chemistry- III Sem.

Session: July -December

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of titrimetric method Spectrophotometric determination, Chromatographic and Ion Exchange Methods.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- CO1 To study titrimetric method
- CO2 To understand the spectroscopic techniques to study the organic compounds
- CO3 Understand the concept of chromatographic separation.
- CO4 To study the concept of ion exchange method

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3			3	3	
CO 2		3	3			2	3	
CO 3	2		3			2	3	
CO 4			3			3	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Titrimetric Method	Determination of Solubility of Benzoic acid in Water at Different temperature	
2			Estimation of Ascorbic Acid Tablets	
3			Estimation of available chlorine in Bleaching Powder	
4			Estimation of available oxygen in Hydrogen Peroxide	
CO 1				
LO : To study solubility of compounds and estimation of compounds in products through titrimetric method.				
5	II	Spectrophotometric determination	Determination of Maximum Absorbance and molar excitation coefficient	
6			Determination of Paracetamol and Ibuprofen	
7			Determination of phosphate concentration in a soft drink	
8			UV study of Amino Acids, Proteins, Carbohydrates, Cholesterol, Ascorbic acid, aspirin, caffeine	
CO 2				
LO: To understand the spectroscopic techniques for studying different compounds.				
9	III	Chromatography and Ion Exchange Method	Separation of sugar in different samples by Paper Chromatography	
10			Separation of Nickel, manganese, Cobalt, and Zinc by chromatography	
11			Separation of Zn-Mg, Cd-Zn, Anthracene-Picric acid, by chromatography	
12			Separate and Estimate Mg(II) and Zn(III) by Ion Exchange Method.	
CO 3,4				
LO To study the concept of paper, column and thin layer chromatography and ion exchange methods.				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogel's textbook of quantitative analysis J. Basset, R.C. denney

3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

**IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY**

Lesson Plan

Subject: Lab Course -II
Class: M.Sc. Pharmaceutical Chemistry- III Sem.

Session: July-December

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of Optical Method of Analysis, Flame Photometric Determination, Extraction.

II: Examination: The semester practical examination carrying 50 marks will contain 36 marks for practical 6 marks for Diary and 8 marks for Viva.

III: Course Outcomes (CO):

- CO1 To study optical method of analysis.
- CO2 To understand the flame photometric method.
- CO3 To study the operation and uses instruments.
- CO4 To study the extraction methods for compounds from natural sources

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3				3	3	
CO 2		3				3	3	
CO 3		2				3	3	
CO 4						3	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Optical Method of Analysis	Molar refractivity of Methyl acetate, Ethyl acetate, N-Hexane and CCl ₄	
2			Influence of Solvent on Optical Rotation of Camphor	
3			Polarometric determination of the percent of two optical active substance in the given solution	
4			Optical Rotation of Pharmaceutical Substances	
LO: To study optical active compounds by polarimeter and determine molar refractivity and optical rotation.				
5-6	II	Flame Photometric determination	Sodium and Potassium in a given mixture by Flame Photometer	
LO To understand the flame photometric method for sodium and potassium.				
7	III	Extraction	Quinine from Cinchona	
8			Papain from papaya	
9			Menthol oil from peppermint leaves	
10			Eucalyptus oil from Eucalyptus leaves	
LO: To study the extraction methods for Quinine form chincona, papain from papaya, menthol oil form peppermint leaves and eucalyptus oil from eucalyptus leaves				

VI: Book References:

1. Advanced Practical physical chemistry R.C. das, and B.Behera
2. Vogels textbook of quantitative analysis J. Basset, R.C. denney
3. Findley Practical physical chemistry, B.P. Levitt, Longmann
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Course: M.S. Pharma. Chemistry, Sem. IV Code (MCH): 401

Session: January-June

Subject: Advanced Medicinal Chemistry

I: Objective of course:

The course provide knowledge of new drug delivery system, Pharmacodynamics, mode of action and Side Effects, biological evaluation and recent advances of drugs.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes:

- CO-I To understand the chemistry of drugs with respect to their pharmacological activity and kinetics of enzyme mechanisms and inhibition.
- CO-II To understand mechanism of membrane active drugs in human body, significance of drug metabolism & newer drug delivery system.
- CO-III To understand function of antibiotics and antibacterial drugs such as Penicillin, Cephalosporins, Antitubercular Streptomycin, Anticancer drugs, Antihyperlipidemic and Antialzheimer drugs.
- CO-IV Understand mode of action of various class of drugs such as Anticoagulants, Antiplatelets, Immunosuppressant, Antiprotozoal NSAIDS and their recent advances In research.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		2	2	2	3	3
CO 2	2	2		2	3	2	3	2
CO 3	2	2			3	2	2	
CO 4	2	2			3	2	2	

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
1	1	Drug Delivery and Enzyme inhibition	Theoretical of drug delivery systems	B.No. 1, 2, 3, 5,7
2			drug delivery systems Continue	
3			Concept of prodrug	
4			Dendrimer	
5			Polymers as drug carrier	
6			Enzyme inhibition	
7			Rational design based on inhibition kinetics	
8			Type of rational drug design	
9			Affinity labeling agents	
10			Presentation	
CO 1, II				
LO 1: To understand function newer drug system, enzyme inhibition and affinity-labeling agents.				
11	2	Pharmacodynamics	Introduction to Pharmacodynamics	B.No. 1, 2, 3, 5, 7
12			Elementary treatment of enzymes stimulation	
13			enzyme inhibition	
14			Sulfonamides	
15			Membrane active drug	
16			Drug metabolism	
17			Xenobiotics	
18			Biotransformation	
19			Significance of drug metabolism in medicinal chemistry	
CO: I, II				
LO : To understand the drug metabolic pathways, adverse effect and therapeutic value of drugs and their significance in medicinal chemistry.				
20	3	Antibiotics and Antibacterials	Antibiotics: Introduction and Classification	B.No. 1, 2, 3, 5,9
21			Antibiotic classification continue	
22			B-lactam type Antibiotic: Penicilins	
23			Pencilin continue	
24			Cephalosporins	
25			Cephalosporins Continue	
26			Antitubercular antibiotic- streptomycin	
27			Streptomycin Continue	
28			Anticancer antibiotic– Dactinomycin	
29			Dactinomycin continue	
30			Presentation	
CO: I, III				
LO: To understand mode of action of different types of drugs such as antibiotics and antibacterial drugs on human body.				
31	4	Classification, mode of action and Side Effects,	Anticoagulants	B.No. 1,
32			Anti platelet drugs	

33		biological evaluation and recent advances of drugs- I	Immunosuppressants	2, 3, 4, 9
34			Antiviral	
35			Anti HIV	
36			Antiprotozoal	
37			NSAIDS	
38			Presentation	
CO: I, II, III				
LO : To understand SAR, side effects and biological evaluation of anticoagulants, Antiplatelets, Immunosuppressant drugs.				
39	5	Classification, mode of action and Side Effects, biological evaluation and recent advances of drugs- II	Antihyperlipidemic drugs	B.No. 1, 2, 3, 4, 5,9
40			Antihyperlipidemic drugs Continue	
41			Antispasmodics	
42			Anti ulcer drugs	
43			Antiparkinsonian	
44			Antialzheimer drugs	
45			Presentation	
CO: I, IV				
LO: To explain classification and the SAR of some important category of drugs and their recent advances in research.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Medicinal Chemistry, Alka L Gpta, A Pragti Edition.
2. Medicinal Chemistry, Ashutosh Kar, New Age Publishing House.
3. An Introduction to Drug Design, S.S. Pandeya and J.R. Dimmock, New Age International.
4. Medicinal Chemistry VK Ahluwalia and M Chopra CRC Press
5. Medicinal Chemistry: An introduction, Thomas Gareth, Wiley India Pvt. Ltd.
6. Medicinal Chemistry, D. Sriram, P. Yogeewari, Pearson Education.
7. Principal of Medicinal Chemistry, S. S. Kadam, K.R. Mhadik, Nirali Prakashan.
8. A Textbook of Synthetic Drugs, O.D. Tyagi, M. Yadav, Anmol Publication Pvt. Ltd.
9. An Introduction to Medicinal Chemistry, Graham L. Patrick, Oxford University Press.
10. Barger: Medicinal Chemistry and Drug Discovery, John Wiley Publication
11. Introduction to Medicinal Chemistry. A Gringuage, Wiley-VCH.
12. Wilson and Gisvold's Text Book of organic Medicinal and Pharmaceutical Chemistry, FD. Robert F Dogre.
13. The Organic Chemistry of Drug Design and Drug Action, R.B. Silverman, Academic Press.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.

4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Advanced Medicinal Chemistry			
M.Sc. Pharmaceutical Chemistry IV Sem			
Goal: To provide knowledge of new drug delivery system, Pharmacodynamics, mode of action and Side Effects, biological evaluation and recent advances of drugs.			
Objective of course: To aware the student from newer drug delivery system, drug metabolic pathways, mode of action, SAR, therapeutic value of different class of drugs such as Antibiotics, Antibacterials, Anticoagulants, Antiplatelets, Immunosuppressant drugs, Antihyperlipidemic, Antispasmodics, Antiparkinsonian and Antialzheimer drugs .			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of newer drug delivery system, drug metabolic pathways, mode of action, SAR, therapeutic value of different class of drugs.	% Students having the knowledge of newer drug delivery system, drug metabolic pathways, therapeutic value of different class of drugs	% Students having the knowledge of newer drug delivery system, therapeutic value of different class of drugs	% Students Need More Efforts for basic knowledge of pharmacology of different class of drugs

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Drug Design (MPC-402)****Session: Jan-June****Class: M.Sc. Pharmaceutical Chemistry- IV Sem.**

I: Objective of course: The main focus of the Drug design is to understand molecular modeling through software, study of QSAR, various approaches, and conversion of 2D structure in 3D form and to use structure-based and non-linear classification methods in drug design.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics.

III: Course Outcomes (CO):

- CO1 Understand Molecular modeling and software aided drug design and relationships between molecular structure and biological activity of synthetic drugs.
- CO2 The students should be acquainted with theoretical and practical knowledge of molecular modeling tools and techniques for drug design and future developments in the drug design.
- CO3 Understand awareness of rational drug design, based on three-dimensional (3D) structures and physicochemical properties of drugs and role of QSAR in drug design.
- CO4 Understand role of molecular modeling in 3D-QSAR, CoMFA and related methods and conversion of 2D structure in 3D form.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3	2	3		
CO 2	3					3		
CO 3	3			3		3		
CO 4	3			3		3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Drug design and Discovery	Definition of Drug Design & Scope.	B.N.2,3
2			Historical perspective of Drugs and Lead compounds	B.N.2,3
3			Software based drug design and scope	B.N.1,2
4			Lead optimization	B.N.2,3
5			Role of cell biology	B.N.2,3
6			Definition of Genomics as source of drug design	B.N.2,3
7			Scope and Future developments of drug design	B.N.2,4
CO:2				
LO: Understanding the common concepts of computer aided drug design techniques and the modification of chemical structures to develop new drug molecules & future development.				
8	2	Three Dimensional aided Drug design	Definition of three dimensional drug design	B.N.1, 2,
9			Role of software in drug design	B.N.1, 2
10			Process to derive 3D Structure of drug	B.N.2,3
11			Drug design by software.	B.N.2,4
12			Methods of optimization of identified compounds	B.N.2,3
13			Structure Aided drug design	B.N.2,3
CO:1				
LO: The student will be able to interpret and practice the fundamental concepts of Molecular Modeling and Computer-aided Drug Design.				
14	3	Computer aided Drug design	Computer based Pharmacophoric approaches.	B.N.2,3
15			Ligand based design	B.N.2,4
16			Role of pharmacophore concept in drug design	B.N.2,3
17			Pharmacophore elements and their representation	B.N.2,4
18			Active conformation and types	B.N.2,3
19			Molecular superimposition	B.N.1,2
20			Definition of Receptor and receptor excluded & Rec. essential volume	B.N.1,3
21			Salvation effects	B.N.2,3
22			3D Pharmacophore models and uses.	B.N.2,3

CO: 3

LO: Explain pharmacophore approaches, active conformation, receptor excluded and essential volumes and 3D pharmacophore models.

23	4	QSAR & Related Approaches	Definition of QSAR and scope in drug design	B.N.1,4
24			Fundamental of QSAR	B.N.2,4
25			Biological data of drugs	B.N.1,4
26			Hansch analysis and other approaches	B.N.1,3
27			Physicochemical properties and their types	B.N.1,3
28			Statistical methods of QSAR	B.N.1,2
29			Applications of Hansch and other approaches	B.N.1,2
30			3D QSAR approaches	B.N.1,3

CO: 3

LO: Explain pharmacophore approaches, active conformation, receptor excluded and essential volumes and 3D pharmacophore models.

31	5	Molecular modeling	Definition of 3D Coordinates	B.N.1,3
32			Approaches in molecular modeling such as Sketch approach	B.N.1,2
33			2D Structure of drugs	B.N.1,2
34			Conversion of 2D in 3D form	B.N.1,2
35			Definition of Force field and geometry optimization	B.N.2,3
36			Energy minimizing procedure	B.N.2,4
37			Quantum mechanical methods	B.N.2,4
38			Conformational analysis of drug	B.N.1,2
39			Pharmacophore identification of drugs.	B.N.2,3
40			Molecular modeling in 3D QSAR	B.N.1,4
41			CoMFA method	

CO: 4.

LO: To understand 3D structures of drug and their designing software and optimization of identified compounds.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Richard B. Silverman, Mark W.Holladay, The Organic Chemistry of Drug design and Drug Action, 3 rd edition, Elsevier.
2. Graham L. Patrick, An Introduction to Medicinal Chemistry, 5 th edition, Oxford.
3. Warren J. Hehre, Alan J. Shusterman, Molecular Modeling in Undergraduate Chemistry Education, Wavefunction, Inc. 18401 Von Karman Ave., Suite 370 Irvine, CA 92612.
4. Cleydson Breno Rodrigues dos Santos, Cleison Carvalho Lobato, Molecular Modeling: Origin, Fundamental Concepts and Applications Using Structure-Activity Relationship and Quantitative Structure-Activity Relationship, American Scientific Publisher, 2014.
5. Andrew R. Leach, Molecular modeling Principles and Applications, 2 nd Edition, Pearson Education.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Drug Design			
M.Sc. Pharmaceutical Chemistry, IV Sem			
Goal : Students develop the ability to understand various approaches of Drug design, molecular modeling structure of Drug based on software, various theories uses in drug design such as Hansch analysis, pharmacophore approaches and their uses in drug design and molecular modeling, conversion of 2D Structure in 3D form, CoMFA method and active conformation, receptor excluded and essential volumes.			
Objective: Students will understand the modeling of drugs and their design through various computer software and role of QSAR and approaches of drug design.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of drug design, molecular modeling, software used in drug design and knowledge of various approaches used in molecular modeling and drug design.	% Students gained knowledge of drug design and uses of software in pharmaceutical chemistry.	% Students having understanding about the scope and applications of drug design in pharma chemistry.	% Students Need More Efforts for Solution and Basic Concept of Drug design and molecular modeling.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
Department of Chemistry
Lesson Plan

Course: M.Sc. Pharma. Chemistry, Sem. IV Code (MCH): 403 Session: Jan-June

Subject: Modern Analytical Techniques

I: Objective of course: Enable students to understand and apply the theoretical aspects of IR, NMR, Chromatography, X-ray crystallography, auto radiography, immunoassay, cytometry and different thermal method for the determination of different bulk drugs and their formulation.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding, utility of concern topic.

III: Course Outcomes:

CO-I	Able to assess and select suitable analytical method for analysis, ability to select alternative methods for analysis
CO-II	Be familiar with the calculations of analytical chemistry, perform statistical evaluation of results and make scientific reports in scientific manner.
CO-III	Able to understand the working principle of different analytical techniques and recognize their advantages and limitations.
CO-IV	Able to do collaborative work in the fields of biology, medicine and environment.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	3		3	3	2	
CO 2	3	3	3	3	2	3	3	
CO 3	3		2			3		
CO 4					3	3	3	

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
1	1	Spectroscopy	Theory of IR	B.No. 1, 2, 3, 5
2			Instrumentation of IR and FT-IR Instruments	
3			Application of IR in Structure elucidation	
4			Structure elucidation by IR	
5			Theory of NMR	
6			Instrumentation of NMR Spectrophotometer, Origin of spectra	
7			Chemical shift of C ¹³ NMR	
8			Spin-spin coupling	
9			Structure elucidation by NMR	
10			Structure elucidation by C ¹³ NMR	
CO 1, II, III				
LO 1: Will learnt about IR, FT-IR, NMR, C ¹³ NMR techniques, interpretation of their spectra and uses.				
11	2	Mass Spectroscopy	Theory of Mass Spectroscopy	B.No. 1, 2, 3, 7, 9
12			Instrumentation of Mass Spectrometer	
13			Analysis of sodium and phosphate. Common adulterants in food,	
14			Fragmentation pattern of Compounds	
15			McLafferty rearrangement	
16			Fragmentation of Aldehyde, Ketone, Amides	
17			Structure determination by mass spectrometry	
18			Application of GC-Mass technique	
19	Application of HPLC-Mass technique			
CO: I, II, III				
LO : Will learnt theory, interpretation and application of Mass spectrometry with GC and HPLC technique.				
20	3	X-Ray Crystallography	Theory Florescence Spectroscopy	B. No. 7, 8, 9
21			Instrumentation of Florescence spectrometer	
22			Application of Florescence Spectroscopy	
23			Miller Indices, Braggs Law, Crystal system	
24			Bragg's method X-ray structure determination	
25			Procedure of X-ray structure determination	
26			Application of X-ray Crystallography	
27			Ultra centrifugation theory	
28			Technique and application of	

			Ultracentrifugation	
29			Liquid Scintillation: Theory, Instrumentation and Application	
30			Auto Radiography: Theory, Instrumentation and application	
CO: I, II, IV				
LO: Will learnt theory, instrumentation and application of Fluorescence, X-ray crystallography, Ultra centrifugation, Liquid Scintillation spectrometry and Auto radiography.				
31	4	Immunoassay Technique	Theory of immunoassay	B.No.10
32			Principal of Immunoassay	
33			Procedure of Enzymatic Immunoassay	
34			Application of Enzymatic immunoassay	
35			Theory of Radio Immunoassay	
36			Methodology of Radioimmunoassay	
37			Application of Radioimmunoassay	
CO II, III, IV				
LO : Will learnt theory, methodology and applications of Radioimmunoassay and Enzymatic techniques of Immunoassay.				
38	5	Thermal Methods	Principle, Technique and application of TG	B.N. 11, 12
39			Principle, Technique and application of DSC	
40			Principle, Technique and application of DTA	
41			Principle, Technique and application of Scanning electron Microscopy	
42			Principle, Technique and application of Transmission electron microscopy	
43			Principal of cytometry	
44			Technique and application of cytometry	
45			Technique and application of Flow cytometry	
CO: III, IV				
LO: Student will learnt principal, method and application of different thermal analysis, scanning and transmission electron microscopy and cytometry.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Spectroscopy of Organic Molecules, P. S. Kalsi, New Age International Publishers.
2. Organic Spectroscopy, Principal and Applications, Jag Mohan, Narosa Publishing House.
3. Fundamentals of Molecular Spectroscopy, C. N. Banwell, Tat McGraw-Hill Publishng Ltd.
4. Elementary Organic Spectroscopy, Principles and Chemical Applications, Y.R. Sharma, S Chand.
5. Spectrometric Identification of Organic Compounds, R.M. Silverstein, G.C. Bassler adn T.C.

Morrill, John Wiley.

6. Infrared Spectroscopy of Molecules, U.C. Agrarwal, H. L. Nigam, Ane Books Pvt. Ltd.
7. Instrumental Methods of Chemical Analysis, B. K. Sharma, Krishna Publishing House.
8. Physical Methods for Chemistry, R.S. Drago, Saunders Compnay.
9. Handbook of Advanced Chromatography/Mass Spectrometry Techniques, Michal Holčapek and Wm. Craig Byrdwell, Academic Press and AOCS Press
10. Textbook of Clinical Chemistry and Molecular Diagnostics - E-Book, Carl A. Burtis, Edward R. Ashwood, David E. Bruns, Elsevier Health Sciences
11. Thermal Analysis: Techniques and Application, Charsley E.L. and Warrington S.B. Royal Society of Chemistry, UK.
12. Thermal Analysis Thermal Analysis , Daniels T.C., John Wiley & Sons, NY.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Modern Analytical techniques			
M.Sc. Pharma Chemistry IV Sem			
Goal: Students will aware theory, methodology and application of IR NMR, Chromatography X-ray crystallography, auto radiography, immunoassay, cytometry and different thermal method for the determination of different bulk drugs and their formulation.			
Objective of course: Student able to assess and select suitable instrumental method for analysis, have knowledge of advantage and limitation of different methods .			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of theory, methodology , application and limitation of different methods of analysis and ability to select alternative methods for analysis	% Students having the knowledge of theory, methodology , application and limitation of different methods of analysis	% Students having the knowledge of theory, methodology , application	% Students Need More Efforts for basic knowledge of different methods of analysis

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
Department of Chemistry
Lesson Plan

Subject: Biopharmaceutics and Pharmacokinetics (MPC-404)

Session: Jan-June

Class: M.Sc. Pharmaceutical Chemistry- IV Sem.

I: Objective of course: Biopharmaceutics and pharmacokinetics is a cross-disciplinary course. It is a main specialized course of pharmacy and pharmaceuticals. Along the way, students will gain an understanding of the principles of the absorption, distribution, metabolism and elimination or excretion (ADME) of a drug, and how these apply to the optimum utilization of a drug in a patient. The course is designed for you to gain the knowledge and skills to apply biopharmaceutics and pharmacokinetics principles in pharmaceutical care.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having five optional questions carrying 17 marks each. These questions would require the candidate to have complete knowledge, understanding and utility of concern topics.

III: Course Outcomes (CO):

- CO1 Aim of the course is to help students grasp the basic theories and basic skills of biopharmaceutics and pharmacokinetics and plasma drug concentration measurement.
- CO2 Understand types of compartment models through mathematical and their roles in estimation, curve fittings and regression procedure and role in drug design.
- CO3 Understand the concepts of rate and order of processes, different pharmacokinetic processes occurred in the body as absorption, distribution, metabolism and excretion.
- CO4 Understand drug bioavailability and bioequivalence as related to drug product safety and methods of determination of bioavailability using blood level and urinary excretion data & physical properties of drug.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3	2	2	3		3
CO 2	2		2		3	3		
CO 3	3					3		3
CO 4						3		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Biopharmaceutics and Gastrointestinal of drugs	Definition and passage of drugs across biological barrier.	B.N.1,2
2			Gastrointestinal absorption mechanism of drugs.	B.N.1,3
3			Factors which affects the drug absorption.	B.N.1,2
4			pH partition hypothesis, Dietary factors	B.N.1,2,3
5			Physicochemical factors of drugs.	B.N.1,2
6			Invitro and Invivo methods of gastrointestinal absorption.	B.N.1,2
7			Plasma and tissue protein binding	B.N.1, 2
8		Drug deposition and Excretion	Routes of drug excretion and Renal excretion	B.N.1, 2
9	Factors affecting renal excretion of drug		B.N.1, 2	
10	Biliary and salivary of drug excretion		B.N.1,2	
11	Pathway of drug metabolism and metabolism enzyme		B.N.1,2	
12			Inhibition and stimulation of drug metabolism	B.N.1, 2
CO:2				
LO: To understand the use of raw data and derive the pharmacokinetic models and parameters the best describe the process of drug absorption, distribution, metabolism and elimination.				
13	2	Pharmacokinetics	Definition of pharmacokinetics and absorption of drug	B.N.1,2
14			Drug distribution in body.	B.N.1,2
15			Metabolism and excretion of drug	B.N.1,2
16			Fluid compartment & types	B.N.1,2,3
17			Circulatory system	B.N.1,2
18			Protein binding & mechanism	B.N.1,2
19			Plasma drug concentration	B.N.1,2
CO:1, 3				
LO: To understand the significance of plasma drug concentrations, compartment models and kinetics				

parameters.				
20	3	Compartment Models	Definition & types of compartment models	B.N.1,2
21			Alaika information criterion	B.N.1,2
22			One and two compartment model	B.N.1,2
23			Wagner Nelson and Loo Riegelman methods	B.N.1,2
24			Estimation of absorption constant	B.N.1,2
25			Curve fittings	B.N.1,2,3
26			Regression procedure	B.N.1,2
27			Area under blood level curves	B.N.1,2
28			Model selection method	B.N.1,2
29			Criteria and pathway of compartment models	B.N.1,2,3

CO: 2

LO: To understand the recent pharmacokinetic models and its advantages and limitations compared to classical compartmental models.

30	4	Clinical Pharmacokinetics	Definition of Urinary excretion and computation of pharmacokinetics parameters	B.N.1,2
31			Haepetic clearance	B.N.1,2,3
32			Biliary excretion	B.N.1,2
33			Excretion ration & dosage reigemen adjustment	B.N.1,2
34			Dosage reigemen adjustment in patient with and without renal failure.	B.N.1,2,3
35			Drug interaction and significance	B.N.1,2,3
36			Combination theory of drugs.	B.N.1,2
37			Pharmacokinetics parameters from urine data	B.N.1,2,3

CO: 3

LO: To understand clinical pharmacokinetics and their significance, drug interactions – Adjustment of dose.

38	5	Bioavailability and Bioequivalence	Definition and scope of bioavailability & Bioequivalence	B.N.1,2
39			Federal requirement method	B.N.1,2,3
40			Methods of determination of bioavailability using blood level and urinary excretion data	B.N.1,2
41			Design and evaluations and bioavailability assessment	B.N.1,2,3

CO- 4-

LO: To understand bioavailability, bioequivalence concepts & assessments, design, regulation & methods of determination of bioavailability.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Brahmarkar D.M., jaiswal B.S., Pharmacokinetics and Biopharmaceutics, Vallabh Prakashan, 2002.
2. József Szejtli, Pharmacokinetics and Biopharmaceutics, 1994.
3. S. Lakshmana Prabu, T.N.K. Suriyaprakash, K. Ruckmani and R. Thirumurugan , Biopharmaceutics and Pharmacokinetics, 2015.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Bio Pharmaceutics & Pharmacokinetics			
M.Sc. Pharmaceutical Chemistry, IV Sem			
Goal : Students develop the ability to understand how drugs can be utilized optimally in the treatment of disease-through design and development of new and better therapeutic moieties, new dosage forms and appropriate dosage regimens, it also helps to understand gastrointestinal absorption of drugs, distribution of drugs, protein binding of drugs, biotransformation, prodrugs, excretion of drugs, pharmacokinetics and various compartment models.			
Objective: Students will understand distribution of drugs in the body, their mathematical models, rate of reaction and excretion of drugs in the body and mechanism of distribution, absorption, bioavailability and bioequivalence of drugs.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%Students having the basic concept of mechanism of excretion, absorption and distribution of drugs in the body and importance of Bioavailability and bioequivalence.	% Students gained knowledge of various compartmental models used in drug distribution in the body and their role.	% Students having understanding about the scope of biopharmaceutics and pharmacokinetics in the of drugs.	% Students Need More Efforts for Solution and Basic Concept of Various models used in biopharmaceutics and kinetics.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY
Lesson Plan

Course: M.S. Pharma. Chemistry, Sem. IV Code (MCH): 405

Session: January-June

Subject: Pharmacology

I: Objective of course:

This course is designed to develop an basic understanding of pharmacological aspect such as pharmacokinetics, pharmacodynamics of drugs. It involved drugs acting on CNS, Gastrointestinal tract, Hematopoietic system, Autacoids and Psychic disease. In each category of drugs, their classification, mode of action, clinical effects and side effects, emphasized.

II: Examination: I: The faculty member will give internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have one section of long answer type. Each section having 5 optional question carrying 17 marks each. These questions would require the candidates to have complete knowledge, understanding ,utility of concern topic.

III: Course Outcomes:

- CO-I Gain knowledge of scope of pharmacology and signify routes of drug administration.
- CO-II To gain knowledge of a range of drugs used in medicine and discuss their mechanisms of action.
- CO-III To gain knowledge of path & physiology of CNS, Psychopharmacology, Gastrointestinal, Hematopoietic system, Autacoids and other biological system
- CO-IV To gain knowledge of clinical applications, side effects and toxicities of drugs used in medicine

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			3			3	1
CO 2	2		3	2	3		3	3
CO 3	3							3
CO 4	3			2		3		3

V. Session Plan:

Lecture No.	Unit	Topic	Sub Topic	Ref.
1	1	General Pharmacology Pathophysiology and treatment of CNS Disease	Different type of Dosage form & routes of administration	B.No. 1, 2, 3, 5
2			Tolerance and dependence of ADMe Drugs	
3			Pathophysiology of CNS disease	
4			Neuro transmission in CNS	
5			Cholinergic transmission pathway	
6			Dopaminergic transmission pathway	
7			Serotonergic transmission pathway	
8			Noradrengenic transmission pathway	
9			General Anesthesia	
10			General Anesthetics Continue	
CO 1, II, III, IV				
LO 1: Student learnt various dosage form of drugs, their route of administration, ADME characteristic and treatment and pharmacology of CNS Disease.				
11	2	Psychopharmacological Agent	General introduction of Psychopharmacological Agent, General Characteristics	B.No. 1, 2, 3, 4
12			General Introduction continue	
13			Antipsychotics agent	
14			Antipsychotics agent continue	
15			Antidepressants agent	
16			Antidepressants agent continue	
17			Antimaniacs agent	
18			Antimaniacs agent continue	
19			Hallucinogens agent	
CO: II, III, IV				
LO : Student gain knowledge of drugs of class Antipsychotic, Antidepressant, Antimaniacs, Hallucinogens ..				
20	3	Drug Acting on Gastrointestinal Tract	Pharmacological Characteristic of Gastrointestinal tract	B.No. 1, 2, 3, 4, 5
21			Characteristic of drugs acting on Gastrointestinal tract	
22			Anta acids	
23			Anta acids continue	
24			Anti ulcer drugs	
25			Anti ulcer drugs continue	
26			Laxatives	
27			Anti-Diarrheal Drugs	
28			Emetics	
29			Anti- emetics	
CO: II, III, IV				
LO: Student gain knowledge of Anta acids, Anti-ulcer, Anti-diarrheal, Emetics and Anti-emetics				
30	4	Drug acting on the	Characteristic of drugs acting on	

		Hematopoietic system	Hematopoietic System	B.No. 1, 2, 3, 4
31			Hematinics	
32			Anti -Coagulants	
33			Anti –Coagulants continue	
34			Vitamine K	
35			Hemostatic agent	
36			Fibrinolytic and anti platelet Drugs	
37			Blood and plasma volume Expander	
CO: II, III, IV				
LO : Student gain knowledge of Hematinics, Anti-coagulants, Blood-plasma volume expanders and anti-platelet drugs.				
38	5	Autocoids	Characteristic of Autocoid system	B.No. 1, 2, 3, 4, 6
39			Characteristics of Antihistamines	
40			Histamine 5-HT and their antagonist	
41			Euiconosoids, Prostaglandins	
42			Leukotrienes	
43			Thromboxane	
44			Non steroidal anti-inflammatory Agents	
45			Opiod Analgesics, Antipyretics	
CO: II, III, IV				
LO: Student gain knowledge of Antihistamines and their antagonist, Prostaglandins, Thromboxane, Anti –inflammatory Agent and Opiod Analgesics				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Pharmacology, S. K. Bhattacharya, P. Sen, A. Ray, Reed Elsevier India Pvt.Ltd
2. Pharmacology and Pharmacotherapeutics, R.S. Satoskar N. Rege, S.D. Bhandarkar, Popular Prakashan
3. Elementary Pharmacology & Toxicology, R. D. Budhiraja, Popular Prakashan
4. Essentials of Medical Pharmacology, K.D. Tripathi, Jaypee Brothers Medical Publishers (P) Ltd
5. Basic and Clinical Pharmacology, B. G. Katzung, A. J. Trevor, S. B. Masters, Mc Graw Hill
6. Principles of Pharmacology, H. L. Sharma and K. K. Sharma, Paras Medical Publisher

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Pharmacology			
M.Sc. Pharmaceutical Chemistry IV Sem			
Goal: Develop basic understanding of pharmacology, such as the pharmacokinetics and pharmacodynamics of drugs a. It highlights the pharmacology of different class of drugs.			
Objective of course: Course highlights the pharmacology of drugs acting on CNS, Gastrointestinal tract, Hematopoietic system, Autacoids, Psychic disease. With each classification of drugs covered, their mode of action, their clinical effects and side effects emphasized.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of dosage, route of administration, mechanism of action, receptors, adverse effect, drug interaction, contradiction and therapeutic uses of drugs of different target	% Students having the knowledge of dosage, route of administration, mechanism of action, receptors, therapeutic uses of drugs of different target	% Students having the knowledge of dosage, route of administration, therapeutic uses of drugs of different target	% Students Need More Efforts for basic knowledge of pharmacology of different class of drugs

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Lab course-II	Session: Jan- June
Class	M.Sc. – Pharmaceutical Chemistry IV Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge and instrumental techniques of Chemistry.

II: Examination: The semester practical examination carrying 50 marks will have instrumental analysis, synthesis and biological evaluation of drugs.

III: Course Outcomes (CO):

CO-1	Will acquire the understanding of laboratory methodologies and skill for the synthesis, purification and characterization of organic/inorganic compounds of moderate complexity
CO-2	To gain ability of taking observation, make conclusion, perform calculation by processing of raw data, reporting of result and maintenance of notebook using proper record-keeping procedures.
CO-3	To provide knowledge of general technique used for analysis of samples of pharmaceutical interest.
CO-4	To develop skill for testing effectiveness of drugs on animals i.e. pharmacological experiment

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3				3	
CO 2		3					3	
CO 3			3				3	
CO 4			2		1		2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-4		Instrumental Analysis	Analysis on Nephelometer, Conductometer pH-meter and Karl Fisher titrator	1,4
CO: 1,2,3				
LO: Student will learn analysis of total dissolved solid, conductometric titration of acid-base, pH of buffers, and moisture analysis.				
1-4		Synthesis	Organic and In-organic multi step preparation	1,2
CO: 1,2, 3				
LO: Student will learn multi step synthesis of inorganic complexes and organic compounds.				
1-4		Pharmacological Experiments	Study of central muscle relaxants, hypnotic and analgesic activity using Rotarod Apparatus	2,3
CO: 1, 2 & 4				
LO: Student will learn testing of Hypnotic activity of sedatives and analgesic activity of opiod drugs on animals.				

VI: Book References:

1. Practical Pharmaceutical Chemistry I& II, A.H. Backett, CBS Publisher and Distributors.
2. Principles of Pharmaceutical Organic Chemistry, R.R. Nadenla, New Age International Publishers
3. Practical Pharmacognosy, Raakesh Gupta, Macmillon Publ.
4. Hand book of Organic analysis H. Clark, Aqward Arnold.

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject	Lab course-II	Session: Jan- June
Class	M.Sc. – Pharmaceutical Chemistry IV Sem	

I: Objective of course: The objective of this course is to acquaint the students with the Practical knowledge of various pharmaceuticals and cosmetics, water analysis and extraction techniques.

II: Examination: The semester practical examination carrying 50 marks will have Extraction of metal ions, water analysis and preparation of pharmaceutical and cosmetics.

III: Course Outcomes (CO):

CO-1	Understand specialized knowledge of the techniques and applications relating specifically to pharmaceutical analysis.
CO-2	To understand synthesis of various pharmaceutical and cosmetics and their uses in daily life.
CO-3	To study different parameters in analysis of water and their application in industries.
CO-4	To understand extraction of metals by solvent extraction and other techniques.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3			3	3	
CO 2		3	2			3	2	
CO 3		3	2			2	2	
CO 4							3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1-4		Solvent Extraction	Preparation of standard solutions of metal ions, sample solutions, Estimation of Mg (II) and Fe (III) ions and titrations.	1&2
CO: 1,4				
LO: To understand separation of metal ions from the solution by different techniques such as solvent extraction.				
1-4		Water Analysis	Determination of conductivity, pH, acidity, alkalinity, total dissolve solids in water samples.	1&2
CO: 1,3				
LO: To understand parameters such as conductivity, pH, acidity, alkalinity, total dissolve solids in water samples and their applicability in industries.				
1-4		Pharmaceutical and Cosmetic preparations	Preparation of Camphor Liniment, After shave lotion, Shampoo, Compact Powder, Cleansing Cream, Iodex, Benzyl Benzoate Emulsion and Tooth Paste.	1,4,5
CO: 1, 2				
LO: To understand preparation of various compounds such as Camphor liniment, compact powder, Cleansing cream, Iodex etc.				

VI: Book References:

1. Practical Pharmaceutical Chemistry I& II, A.H. Backett, CBS Publisher and Distributors.
2. Examination of water and wastewater, American Public Health Association (APHA), Washington, 1999.
3. Principles of Pharmaceutical Organic Chemistry, R.R. Nadenla, New Age International Publishers
4. Practical Pharmacognosy, Rakesh Gupta, Macmillon Publ.
5. Hand book of Organic analysis H. Clark, Aqward Arnold.

**IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY**

Lesson Plan

Subject: Project Work

Session: Jan -Jun

Class: M.Sc. Pharma Chemistry Sem IV

I: Objective of course: The objective of this course is to acquaint the students with the Practical exposure to work environment and documentation..

II: Examination: The semester Project work of 60 hrs examination carrying 100 marks. 50 Marks are to be allotted by the Industry/ organization at which student has performed Project work and 50 marks are to be allotted on the basis of Presentation /Viva Voce by External and Internal Examiner.

III: Course Outcomes (CO):`

- CO1 Student will be able to gain in hand training of various instruments, analytical techniques and documentation procedure.
- CO2 Students is able to prepare report of the analysis and experiment performed
- CO3 To be able to run experimental techniques, procedures with safe laboratory practices.
- CO4 Student will explore to the industrial and organizational environment

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3					2	3	
CO2		3				3	3	
CO3	2						3	
CO4		3					3	

Department of Chemistry, IPS ACADEMY, INDORE (M.P.)
IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Organic Chemistry

Session: Jul-Jun

Class: B.Sc. I year (Chemistry, Biotechnology, Computer Science)

I: Objective of course: Main objective of this course is to acquaint students with basic concept of Organic compounds, preparations and properties.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks each.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Organic Chemistry
- CO2 Able to assign IUPAC nomenclature to the organic compounds
- CO3 Understanding of preparation and properties of different chemical compounds.
- CO4 Understanding of arrangement of groups in Organic compounds and their orientations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				3		
CO 2	1	2			2	2		
CO 3	2	2	3	2				
CO 4	2				3	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Structure and Bonding	Hybridization	B.No. 1 & 2
2.			Bond length, Bond angles and energy	
3.			Localized and delocalized chemical bond inclusion compounds	
4.			Clatherates	
5.			Charge transfer complexes	
6.			Resonance, hyper conjugation, inductive effects	
7.			Electromeric, mesmeric and steric effect.	
8.		Mechanism of Organic Reactions	Types of bond fission	
9.			Types of reagents- electrophile and nucleophile	
10.			Types of organic reactions	
11.			Reaction intermediates	
12.				
13.				
14.			Methods of determination of reaction mechanism	
15.				
CO 1, 2				
LO:Able to understand structure, bonding of organic compounds along with understanding of their chemical reactions and intermediates.				
16.	2	Alkanes	IUPAC Nomenclature of Alkanes	B.No.3 B.No. 4
17.			Classification and Isomerism	
18.			Method of formation (Wurtz Reaction, Kolbe Reaction, Corey-House Reaction and decarboxylation)	
19.				
20.				
21.			Physical Properties of Alkanes	
22.			Chemical Properties of Alkanes	
23.				
24.			Mechanism of free radical halogenations in alkanes	

25.		Cycloalkanes	IUPAC Nomenclature of Cyclo Alkanes	
26.			Method of formation of Cyclo alkanes	
27.				
28.			Chemical Properties of Alkanes	
29.			Baeyer Strain Theory	
30.			Conformation of cycloalkane, banana bond structure	
CO 1, 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkanes and Cycloalkanes				
31.	3	Alkenes	IUPAC Nomenclature of Alkenes	B.No. 4 & 5
32.				
33.			Method of formation of Alkenes	
34.				
35.			Physical Properties and relative stability of Alkenes	
36.				
37.			Chemical Properties of Alkenes, Markownikoff's rule	
38.				
39.				
40.				
41.			Industrial applications of ethylene and propene	
42.			Method of formation, conformation and chemical reactions of Cycloalkanes	
43.				
44.		Dienes	Introductions of Dienes	
45.	Allenes, butadiene, 1.2 and 1.4 addition , Diels-Alder Reaction			
CO 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkenes, Cycloalkenes and dienes				
46.	4	Alkynes	IUPAC Nomenclature of Alkynes	B.No. 2 & 5
47.			Structure and Bonding in Alkynes	
48.				
49.			Methods of formation	
50.				
51.			Chemical Reactions,	
52.				
53.				
54.		Alkyl Halides	IUPAC Nomenclature of Alkyl Halides	
55.			Classification of Alkyl Halides	

56.			Method of formation of Alkyl Halides	
57.				
58.			Chemical Properties of Alkyl Halides	
59.				
60.			Poly halogen compounds, preparation and properties of Chloroform and Carbon Tetrachloride	
CO 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkynes and alkyl halides.				
61.			Concept of Isomerism	
62.			Optical Isomerism, elements of symmetry	
63.			Molecular chirality, enantiomers, stereo genic center	
64.			Optical activity and properties of enantiomers	
65.			Chiral and achiral molecules	
66.			diastereoisomers	
67.				
68.	5	Stereochemistry of organic compounds	Threo and erythro diastereoisomers	B.No. 2 &4
69.			Resolution of enantiomers, inversion retention and racemization	
70.			Relative and absolute configuration	
71.			Sequence rule	
72.			D-L and R-S system nomenclature	
73.			Geometrical isomerisms	
74.			E-Z system of nomenclature	
75.			Geometric isomerism in oximes and alicyclic compounds	
76.			Crystallization	
77.			Sublimation	
78.		Practical	Detection of elements	
79.			Identification of Functional group	
CO 1, 4				
LO Able to understand stereochemistry of organic compounds and different types of configuration of organic compounds.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. Verma CBS publications

2. Advance Organic chemistry, F.A Carey and R.J Sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and Structure, Jerry march, John Wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold, Cornell University
5. Organic chemistry, R.T.Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction. H.O.House, Benjamin

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Organic Chemistry			
B.Sc. I Year			
Goal : Students will broaden and deeper their understanding of theories concepts of Organic Chemistry. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions			
Objective: The objective of this course is to acquaint the students with the basic concept of organic chemicals, their preparations and properties.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Organic Chemistry	% Students having the basic concept of Organic Chemistry	% Students having understanding organic chemistry	% Students Need More Efforts for understanding organic chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Physical Chemistry**Session: Jul-Dec 2018****Class: B.Sc. I year (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with basic concepts of Physical Chemistry, mathematical concepts, physical states of matter physical and chemical changes due to reactions.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 29 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 19 marks will contain 5 optional long answer questions four questions of 4 marks each and one question of 3 three marks.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Physical Chemistry
- CO2 Able to make mathematical calculations for derivations, theorems, and chemical reactions and nuclear reactions.
- CO3 Understands the basics of different physical states viz. solid, liquid and gaseous
- CO4 Understands different physical changes occur due to chemical reaction.

V:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	3			
CO 2	3	2	2					
CO 3	2	2		1	2	2		
CO 4	2	1	2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Mathematical Concepts	Logarithm relations,	B.No.1 & 2
2.			Use of log and anti log tables	
3.			Curves sketching; liner and straight	
4.			Differentiation of functions	
5.			Multiplication and divisions in Differentiation	
6.			Maxima and minima and partial Differentiation	
7.			Integration of some functions	
8.			Factorials and Probability	
9.		Gaseous states and Molecular Velocities.	Critical phenomenon : PV isotherm and ideal gas	
10.			Endrew’s experiment	
11.			Vander Wall’s equation	
12.			Root mean square, average and most probable velocities	
13.			Maxwell’s distribution of molecular velocities	
14.			Collision numbers	
15.			Mean free path and collision diameters	
CO 1, 2, 3, 4				
LO Able to make mathematical calculations by applying different concepts probability, log and understand basic concepts of gaseous states.				
16.	2	Liquid State	Intermolecular forces and structure if liquids	B.No.1 B.NO4
17.			Liquid Crystals	
18.			Differences between solid and liquid crystals	
19.			Classification and structure of nematic and cholestric phases.	
20.			Thermograph and seven segment cell	
21.		Solid State	Definition of space lattice, Unit cells	
22.			Law of constancy of interfacial angles	
23.			Law of rationality of indices	
24.				
25.				

26.			Laws of symmetry	
27.			Symmetry elements in crystals, Ionic solid structures	
28.				
29.			Radius ratio rule and coordination number	
30.			Limitation of radius ratio rule and lattice defects	
CO 1, 3, 4				
LO Able to understand the basic concepts of solid and liquid states.				
31.	3	Chemical Kinetics	Chemical kinetic and its scope	B.No.2 B.NO1
32.			Rate of a reaction	
33.				
34.			Factors affecting rate of a reaction	
35.				
36.			Dependence of rate of reaction on concentration	
37.				
38.			Zero order, I Order, II Order and Pseudo Order Reactions and its mathematical characteristics	
39.				
40.				
41.			Half life and mean life of a reaction	
42.			Study of chemical kinetics by polarimeter and spectrophotometer	
43.			Effect of temperature on rate of reaction	
44.			Arrhenius equation, concept of activation energy	
45.			Simple collision theory and transition state theory	
CO 1, 4				
LO Able to understand the basics of rate of a reaction and factors affecting reaction rate.				
46.	4	Radioactivity and Nuclear Chemistry	Introduction and Classification of Radioactivity	B.No2 B.NO3
47.				
48.				
49.			Radioactive Radiations: detection and measurements	
50.				
51.				
52.			Theories of radioactivity	
53.			Group displacement law	
54.			Radioactive disintegration	
55.			Nuclear Reactions	
56.			Nuclear fissions and fusions	
57.			Half Life Period	
58.			Isotopes, isobars and isomers	

59.			Applications of radioactivity	
60.				
CO 1, 4				
LO Able to Understand basic concepts of Nuclear Reactions and Radioactivity				
61.	5	Chemical Equilibrium	Law of Mass Action	B.No.1 B.NO4
62.			Equilibrium constants	
63.			Le chatelier’s Principles	
64.		Colloidal Solutions	Classification of Colloidal Solutions	
65.			Lyophilic and lyophobic colloids	
66.			Properties of Colloidal Solutions	
67.				
68.				
69.			coagulation	
70.			Hardy-Schulze Rule	
71.			Gold numbers	
72.				
73.				
74.				
75.			Application of colloids	
76.	Practical	Determination of melting point		
77.		Determination of boiling point		
78.		Weight and preparation of solutions		
79.		Determination of surface tension		
80.		Determination of viscosity		
CO 1, 4				
Able to Understand basic concepts of Nuclear Reactions and Radioactivity				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry –Puri, Sharma and Pathania, Vikas Publications, New Delhi
2. Physical Chemistry – G. M Barrow. International Student Edition, McGraw Hills
3. Physical Chemistry –R A Albert, Wiley Eastern Ltd.
4. Physical Chemistry through Problems – S.K. Dogra and S Dogra Wiley Eastern Ltd.
5. Physical Chemistry –Gurdeep Raj
6. Modern Electrochemistry Volume I & II- O.M. Bockris & A.K.N. Reddy Planum.
7. Thermodynamics - Glasston

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Physical Chemistry			
B.Sc. I Year			
Goal : Students develop the ability perform mathematical calculations for different concepts,, can perform various study of solid, liquid and gases molecules, chemical reactions.			
Objective: The objective of this course is to acquaint the students with basic concepts of Physical Chemistry, mathematical concepts, physical states of the matter physical and chemical changes due to reactions.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept Physical Chemistry, mathematical concepts, physical states of the matter physical and chemical changes due to reactions.	% Students having the basic concept Physical Chemistry, physical states of the matter physical and chemical changes due to reactions.	% Students having understanding of physical chemistry	% Students Need More Efforts for Solution and Basic Concept of Physical Chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Inorganic Chemistry**Session: Jul-Dec 2018****Class: B.Sc. I year (Chemistry, Biotechnology, Computer Science)**

I: Objective of the course: The objective of this course is to acquaint the students with the basic concept of Inorganic chemistry, properties, behavior of elements, understanding the reactivity and bonding of inorganic compounds

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks each.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Inorganic Chemistry
- CO2 Understanding of properties and nature of elements
- CO3 Able to understand the behavior of elements
- CO4 Understanding the reactivity and bonding in inorganic compounds.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	3			
CO 2	3	2	2					
CO 3	2	2		1	2	2		
CO 4	2	1	2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Atomic Structure	De-Broglie matter wave theory	B.No. 4
2.			Heisenberg uncertainty Principle	
3.			Schrodinger wave equation	
4.			Quantum numbers; radial and angular wave functions	
5.			Shape of s, p, d, f orbitals	
6.			Aufbau Rule, Pauli exclusion principle and Hund's multiplicity rule	
7.			Electronic configuration of the elements, effective nuclear charge	
8.		Periodic properties	Atomic and ionic radii	
9.			Ionization energy	
10.			Electron affinity	
11.			Definition and methods of determination of Electro negativity	
12.			Electro negativity Trends in periodic table	
13.			Applications of Electro negativity in explaining the chemical behavior	
14.			Problems based on Atomic structure	
15.			Problems based on Periodic properties	
CO 1, 2, 3				
LO :Able to understand structure of Atom and periodic properties of an element				
Chemical Bonding Part I				
16.	2	Chemical Bonding	Introduction to different types of bonds	B.No. 2
17.			Covalent Bonds, Valence Bond Theory	
18.			Limitations of VBT	
19.			Characteristics of Covalent Bonds	
20.			Hybridization and its types	
21.			Shapes of different inorganic molecules	
22.			VSEPR Theory to NH ₃ , H ₂ O, SF ₄ ,	
23.			VSEPR Theory to ClF ₃ and H ₂ O	
24.			Molecular Orbital Theory	
25.			Homonuclear and Heteronuclear (CO and NO)	

26.			Homonuclear and Heteronuclear (CO and NO)			
27.			Multicenter bonding in electron deficient molecules			
28.			Bond strength and Bond Energy			
29.			Problems related VSEPR theory			
30.			Problems related to bond energy			
CO1, 2, 3						
LO Learns about covalent bonding in chemical species by Valence bond theory and VSEPR theory						
Chemical Bonding Part II & Chemistry of non-metals						
31.	3	Chemical Bonding	Ionic solids	B.No.3		
32.			Structure of Ionic Solids			
33.			Radius ratio effect and coordination number			
34.			Limitations of radius ratio rule			
35.			Lattice defects, semiconductors, lattice energy and Born-Haber cycle			
36.			Solvation energy and solubility			
37.			Polarizing power, Fajan’s Rule Metallic bond-fre electron,			
38.			Valence Bond Theory			
39.			Weak Interactions: Hydrogen Bonding and Vander Walls forces			
40.		Chemistry of Nobel Gases	Periodic properties of Nobel Gases			
41.			Periodic properties of Nobel Gases			
42.			Chemical Properties of Nobel gases			
43.			Chemistry of Xenon			
44.			Structure and bonding in Xenon compounds			
45.			Problems related to Xenon compounds			
CO 1, 2, 3						
LO Learns about bonding in chemical species by Ionic Solids and weak interactions alongwith understanding of Nobel Gases						
s and p block elements						
46.	4	s-Block Elements	Introduction of s-block elements	B.No. 1		
47.			Comparative study of Li and Mg			
48.			Diagonal Relationship			
49.			Introduction of hydrides, solvation and complexation tendencies			
50.			Functions of s-block elements in bio system			
51.			Introduction to Alkyls and Aryls			
52.			Periodic Properties of s-block elements			
53.			Chemistry of s-block elements			
54.		p-Block Elements	Periodic Properties of p-block elements			

55.			Chemistry of p-block elements	
56.			Comparative study of Be and Al	
57.			Comparative study of group 13-17 electrons	
58.			Hydrides of p-block elements	
59.			Oxides of p-block elements	
60.			Oxy acids and halides of of p-block elements	
1 ,2 ,3 ,				
LO Understands the basic knowledge of s-block elements and group 13-17 p-block elements				
p block elements				
61.	5	p-Block elements	Hydrides of Boron	B.No. 2
62.			Diborane and Higher Boranes	
63.			Borazine	
64.			Borohydrides	
65.			Fullerenes, Flurocarbons	
66.			Structure and principle of Silicates	
67.			Tetrasulphur and tetranitride	
68.			Basic properties of halogens	
69.			Interhalogen compounds	
70.			Poly halides	
71.			Chemical Properties and structure of Compounds of p-block elements	
72.				
73.				
74.				
75.				
76	Practical	Inorganic Mixture Analysis		
77		Inorganic Mixture Analysis		
78		Paper chromatography		
CO 1, 2, 3 ,4				
LO Understands the preparation and properties of inorganic compounds like hydrides of boron , fluorocarbons, silicates and halogens				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Inorganic chemistry-J D Lee John Wiley
- 2 Inorganic chemistry- F.A.Cotton and Wilkinson , John Wiley
3. Inorganic chemistry- Huheey, Harper Collins pub.USA
4. Unified chemistry M.M. Tandon

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic Chemistry			
B.S c. I Year			
Goal : Students develop the ability to understand the basic principles of Inorganic chemistry ,nature and behavior of different elements.			
Objective: The objective of this course is to acquaint the students with the basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds	% Students having the basic concept basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds	% Students having understanding of Inorganic Chemistry.	% Students Need More Efforts for understanding concepts of Inorganic Chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF CHEMISTRY, INDORE**Lesson Plan****Subject: Inorganic Chemistry****Session: Jul-Jun****Class: B.Sc. - II Yr (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with the concept of transition complexes, Lanthanides and actinides and principle of acid-base.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have two sections A and B. Section A worth 2.5 marks will have 5 multiple choice questions. Section B carrying 7.5 marks will contain four optional short type questions. Section C carries 14 marks in which a candidate is required to attempt any three. Practical examination contains 50 marks

III: Course Outcomes (CO):

- CO1 Understanding of nature of different bonds and molecular orbital theory.
- CO2 Explanation of periodic table and periodic properties of atoms.
- CO3 Explanation of coordination compounds, naming them and isomerism.
- CO4 Course deals with theory of the determination of the electronic structure of d- metal complexes and their properties.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2		3	2		
CO 2	2	2	2	2	2	2		
CO 3	2	2				3		
CO 4	2		2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Chemistry of Elements of First Transition series	Characteristic properties of d block elements	B.N.1 &2
2			Properties of the first Transition series	
3			The binary compounds such as carbides	
4			Oxides and sulphides	
5			Complexes stability and Oxidation states	
6			Calculation of coordination number	
7			Explanation of Geometry	
8			Examples of different Transition metal complexes	
9			Examples of different binary compounds	
10			Geometry of different metal complexes	
11			Chemistry of Carbide	
12			Reactions of Sulphides	
13			Reactions of different metal complexes	
14			Presentation	
15			presentation	
CO: 1,3				
LO:Understanding of nature and characteristics of covalent bond and their effect on stereochemistry.				
16	2	Chemistry of elements of second and third Transition series	Chemistry of second transition series	B.N.1&2
17			General Characteristics	
18			Comparative treatment with their 3d analogs with ionic radii	
19			Oxidation States	
20			Magnetic properties	
21			Magnetic Behavior	
22			Spectral properties	
23			Stereochemistry	
24			Chemistry of Third transition series	
25			Examples of Stereochemistry	
26			Examples of Magnetic complexes	
27			Comparative treatment of different transition metals	
28			Chemistry of Transition metal complexes	
29			Important reactions of transition metal	

30			Presentation	
31			Presentation	
CO: 4				
LO: Understanding of chemical Properties of second transition series				
32	3	Co-ordination compounds	Werner’s co-ordination theory	B.N.2
33			Experimental verification of the theory	
34			Concept of Effective atomic number	
35			Nomenclature of coordination compounds	
36			Introduction to Chelates	
37			Isomerism in coordination compounds	
38			Valence bond theory of Transition metal complexes	
39			Use of redox potential data	
40			Analysis of redox cycle	
41			Redox stability in water	
42			Frost latimer diagram	
43			pourbaix diagram	
44			Different redox reagents	
45			Principle involved in the extraction of elements	
46			Extraction of elements	
47			Presentation	
CO: 1,3				
LO: Comparative study of elements with respect to electronic configuration and oxidation states.				

48	4	Chemistry of Lanthanide elements	Electronic structure	B.N.1&3
49			Oxidation states	
50			Ionic radii	
51			Lanthanide contraction	
52			Complex formation	
53			Occurrence and isolation of lanthanide compounds	
54			Chemistry of Actinides	
55			General features and chemistry of actinides	
56			Chemistry of separation of Np, Pu and Am from U	
57			Similarities in later actinides	
58			Similarities in later Lanthanides	
59			Reactions of Lanthanides	
60			Reactions of Lanthanides	
61			Examples of Lanthanides and actinides	
62			Presentation	
63			Presentation	

CO: 2, 3**LO:** Isolation of Lanthanide compounds and reactions of compounds.

64	5	Acid and bases	Arrhenius	B.N. 3
65			Bronsted- Lowry	
66			The Lux flood	
67			Solvent system	
68			Lewis concept of acids and bases	
69			Physical properties of a solvent	
70			Types of solvents	
71			Their characteristics	
72			Reactions in non aqueous solvents	
73			Liquid ammonia and liquid SO ₂	
74			presentation	

75			Presentation	
76			Analysis of mixture containing five radicals	
77			Acid Base Titration	
78		Practical	Redox Titration	
79			Complex metric Titration	
CO: 3				
LO: Students will learn the Acid Base concept and assignment of electronic transition.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic chemistry, F.A. Cotton and Wilkinson
2. Inorganic chemistry, J.E. Huheey, and Row.
3. Unified Chemistry M.M. Tandon
4. Inorganic Electronic Spectroscopy, A.B.P. Lever
5. Magnetiochemistry R. I. Carlin
6. Comprehensive coordination chemistry, Wilkinson

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic chemistry			
B.Sc. II year			
Goal: Students develop the ability to prepare and analyze the properties of periodic elements and the chemistry of different inorganic complexes will be explained			
Objective: The objective of this course is to acquaint the students with the concept of transition complexes , Lanthanides and actinides and principle of acid-base.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Characteristic properties of d block elements, Properties of the first Transition series, The binary compounds such as carbides, Complexes stability and Oxidation states	Chemistry of second transition series, Comparative treatment with their 3d analogues with ionic radii	Frost latimer diagram, pourbaix diagram, Stereochemistry	Werners Theory, Chelates, Experimental verification of the theory, Use of redox potential data
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Physical Chemistry**Session: Jul-Jun****Class: B.Sc - II Yrs (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with the fundamental theory, , utility & application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The Yearly examination carrying 29 marks .The theory paper will have three sections A, B and C.. Section A worth 2.5 marks will have 5 multiple choice questions. Section B carrying 7.5 marks will contain five optional short answer type question each of 2.5 marks. Section C carrying 19 marks will contain five optional long answer type question 4 questions carries 4 marks each and 1 question is of 3 marks. Practical Examination contains 50 marks .

III: Course Outcomes (CO):

CO1	Understand and applying fundamental concept of Thermodynamics , Surface & Electrochemistry to atoms and molecules
CO2	Enlightens the utility of adsorption, catalysis, EMF, Carnot engine, electrolysis in Lab experiments.
CO3	Analysis and interrelation of thermodynamic and electrochemical forms of energy
CO4	Study potentiometric cell and able to calculate EMF of the cell.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3						
CO 2	2	3	3	3	3	2		
CO 3	1	1	2	2				
CO 4	1	2	3	3	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.		Phase Equilibriun	Basic concept: Thermodynamics, First law	
2.			Second law & need of second law	
3.			Carnot Cycle and its efficiency and Carnot Theorem	
4.			Thermodynamic scale of Temperature	
5.			Entropy: Concept & state function	
6.			Entropy as a function of Temp & Pressure & Volume	
7.			Classius Inequality	
8.			Entropy as criteria of Spontaneity	
9.			Entropy change for ideal gases	
10.			Nernst heat theorem	
11.			Gibbs and Helmholtz function	
12.			A & G as a criteria for thermodynamic equilibrium	
13.			Hess's law of heat summation and it application	
14.			Standard Enthalpy of formation & Neutralization	
15.			A & G as criteria for Thermodynamics and equilibrium & spontaneity	
16.			& Residual Entropy	
17.				
CO: 1,3				
LO: Employee Erying & Collision theories to solve and derive rate of reaction for various molecules				
1.	2	Solid Solutions	Concept of Phase, component degree of freedom	B.N1&.2
2.			Thermodynamic derivation of Gibb's phase rule	
3.			One component system: Water & Carbon dioxide.	
4.			Two component system: Bi-Cd system	
5.			Two component system: Pb-Ag system	
6.			Desilverisation of lead	
7.			Zn –Mg System –Congurent Melting point	
8.			NaCl-water & CuSO ₄ –H ₂ O-Incongruent Melting point	
9.			Zn –Mg System –Congurent Melting point	
10.			Freezing mixture:Acetone dry ice	
11.	Liquid –Liquid Mixtures	Ideal Liquid solutions & Raoults law		
12.		Henry's law		
13.		Non ideal solutions : HCl- H ₂ O system		

14.			Non ideal solutions : Ethanol- H ₂ O system
15.		Partially Miscible Liquids	Phenol water system & Triethyl amine water system
16.			Nicotine – water system , steam distillation
17.			Nernst and application distribution law

CO: 2, 3**LO:** Abstract the knowledge of Adsorption, surfactant, Micelle and test the validity of various isotherm

1.		3	Electro Chemistry- I	Electron Transport	B.N.1&2
2.				Conductivity of ions in metal & electrolyte	
3.				Measurement of Equivalent conductance	
4.				Effect of dilution on conductivity	
5.				Migration of ions	
6.				Kohlrausch law	
7.				Arrhenius theory of electrolytic dissociation	
8.				Limitation of Arrhenius theory	
9.				Weak & Strong Electrolyte	
10.				Ostwald's dilution law	
11.				Theory of strong electrolyte	
12.				DHO theory and equation	
13.				Transport number	
14.				Determination of Transport Number-Hittorf method	
15.				Determination of Transport Number- Moving Boundary Method.	

CO: 1 & 3**LO:** Acquire knowledge of Polymerization and determination of Molecular weight of polymers

1.		4	Electrochemistry - II	Electrode Reaction ,Nernst Equation	B.N.2
2.				Derivation of cell EMF and single electrode	
3.				Standard hydrogen Electrode	
4.				Reference Electrode & Standard Electrode reaction	
5.				Electrochemical Series & its significance	
6.				Electrolytic & Galvanic Cell	

7.			Reversible & Irreversible Cells
8.			Conventional Representation of Electro chemical cell
9.			Concentration cell with and without transport
10.			Liquid junction potential
11.			Application of concentration cell
12.			Solubility & Solubility product
13.			Potentiometric titration
14.			Determination of pH using hydrogen , quinhydrone electrode
15.			Buffers ,Hender Hazel Equation
16.			Mechanism of Buffer action
17.			Assignment on practical utility of Electrodes

CO: 1,2

LO: Develop fundamentals of Entropy production and validate Phenomenological equation for Irreversible process.

1.	5	Surface Chemistry	Adsorption	B.N.1
2.			Adsorption & Absorption	
3.			Types of Adsorption	
4.			Adsorption of gases and liquids in solid adsorbent	
5.			Freundlich and Langmuir Isotherm	
6.			Surface Area & its determination	
7.			Catalysis: Concept & its Characteristic	
8.			Classification of catalysis	
9.			Application of Catalysis	
10.			Miscellaneous examples	
11.			Surface and its practical examples	

12.		Assignment- Based on applications of adsorption & Catalysis	
13.		Practical	Determination of transition temperature
14.			Determination of enthalpy of neutralization
15.			Verification of Beer's Lambert Law
16.			Study of Phase Diagram of two component system
CO: 4			
LO: Enlighten the knowledge of Polar graph, Over potential, Semiconductor, half wave potential and mathematical derivation of their study			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry –Puri, Sharma and Pathania, Vikas Publications, New Delhi
2. Physical Chemistry – G. M Barrow. International Student Edition, McGraw Hills
3. Physical Chemistry –R A Albert, Wiley Eastern Ltd.
4. Physical Chemistry through Problems – S.K. Dogra and S Dogra Wiley Eastern Ltd.
5. Physical Chemistry –Gurdeep Raj
6. Modern Electrochemistry Volume I & II- O.M. Bockris & A.K.N. Reddy Planum.
7. Thermodynamics - Glasston

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Physical Chemistry			
B.Sc II Year			
Goal : Students develop the ability to understand fundamental concept.uses,interrelation with other forms of Energy application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry Topics include an overview of Thermodynamic properties-Internal Energy, Entropy, Gibb's free energy, Nernst equation , Electrode cell reaction , Adsorption Catalysis, Phase Equilibrium with reference to Solid-solid, solid Liquid, Liquid- liquid equilibrium.			
Objective: The objective of this course is to acquaint the students with the fundamental theory, , utility & application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Thermo Chemistry, Electrochemistry and further to develop understanding of practical applications utility of it.	% Students having the basic concept of phase equilibrium, surface chemistry, and understanding of adsorption can interpret its example.	% Students having understanding about heat and electricity transfer..	% Students Need More Efforts for Solution and Basic Concept of Electrochemistry and Thermodynamics

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Organic Chemistry**Session: Jul-Jun****Class: B.Sc - II Yrs (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with the fundamental Aspects, physical, Chemical properties and name reactions of Alcohols, Phenols, Carboxylic Acids , Ethers, Aldehydes & Ketones, and amines and gain basic idea about spectroscopic tools.

II: Examination: The faculty member will give internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The Yearly examination carrying 28 marks .The theory paper will have three sections A, B and C.. Section A carry 5 multiple choice questions with 2.5 marks each. Section B carrying 7.5 marks will contain five optional short answer type questions. Section C carrying 18 marks will contain five optional long answer type question 3 questions carries 4 marks each and 2 question is of 3 marks. Practical examination contain 50 marks

III: Course Outcomes (CO):

- CO1 Learns the fundamental reaction mechanisms.
- CO2 Gains the potential about different spectroscopic techniques.
- CO3 Study of composition, structure, properties and reactions of various organic compounds
- CO4 Predict the most common reaction mechanism in Organic reactions.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		2	2	2		
CO 2	3		2	3	3	2		
CO 3	2		2	2	2			
CO 4	2	3	3		2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Electromagnetic spectrum :Absorption spectra	Introduction -UV-Visible spectroscopy	
2			Absorption laws ,Molar absorptivity	B.N.1
3			Presentation and analysis of UV spectra	
4			Types of electronic transition	
5			Effect of conjugation ,concept of chromophore auxochromes	
6			Absorption shifts	B.N.2
7			UVspectra of conjugated dienes and derivatives	
8			IR absorption spectroscopy ;Introduction	
9			Molecular vibrations ,Hookes law	
10			Selection rules ,intensity and position of IR bands	
11			Measurement of IR spectrum ,finger print region	
12			Characteristic Absorption of various functional group	
13			Interpretation of IR spectra of simple organic Molecule	
CO: 1,3				
LO: Learns the importance of IR and UV spectroscopy and applications.				
				B.N.1 &2
14	2	Alcohol	Classification & Nomenclature of Monohydric Alcohol	
15			Method of formation of Monohydric Alcohol	
16			Chemical Reaction: Reduction of Aldehydes, Esters	
17			Chemical Reaction: Reduction of Ketones &Carboxylic Acid	
18			Hydrogen bonding	
19			Acidic Nature & Chemical Reaction	
20					Dihydric Alcohol: Nomenclature, Methods of Formation
21			Chemical reaction of Vicinal Glycol- Pinacol – Pinacolone rearrangement	
22			Trihydric Alcohol: Nomenclature ,Methods of Preparation	
23			Chemical Reaction of Glycerol	

24			Nomenclature Structure & Bonding	
25			Preparation of Phenol	
26			Physical Properties & Acidic Character	
27			Comparison of Acidic Strength of Alcohol & Phenol	
28			Resonance stabilisation of Phenoxide ions	
29			Chemical Reactions of Phenol- Aromatic Electrophilic Substitution	
30			Acylation * & Carboxylation	
31			Mechanism of Fries rearrangement	
32			Claisen Rearrangement	
33			Gattermanns Synthesis	
34			Hauben Hoesche Reaction & Lederer Manasse reaction	
35			Reiman Teiman Reaction	
CO: 2, 3				
LO: To recognize the IUPAC system, the physical properties and chemical reactions of alcohols and phenols.				
35			Nomenclature & Structure of Carbonyl group	
36			Synthesis of Aldehyde & Ketones	
37			Synthesis of Aldehydes from Acyl Chloride	
38			Synthesis of Aldehydes & Ketones from 1,3 dithianes	
39			Synthesis of Ketones from Nitriles & Carboxylic Acid	
40			Nucleophilic Addition-Aldol Reaction	
41			Nucleophilic Addition-Perkin & Knoevenagel Reaction	
42			Condensation with Ammonia & its derivatives	
43			Wittig & Mannich Reaction	
44			Oxidation of Aldehyde	
45			Baeyer Villiger Oxidation of Aldehyde	
46			Cannizzaro Reaction MPV	
47			Clemmensen's Wolff Kishner Reduction	
48			Reduction Reactions	
49			Halogenation	
50			Introduction to alpha, Beta unsaturated Aldehyde & Ketones	
CO: 1 & 3				
LO: Learns the importance of chemical reactions of and their mechanism of aldehydes and ketones.				
51	4	Carboxylic Acid	Nomenclature, Structure, Bonding physical Properties	B.N.2

52			Acidic Nature	
53			Effects of substituent on Acid strength	B.N.2
54			Preparation of Carboxylic Hell Volhard Zelinsky Reaction	
55			Synthesis of acid chloride ,esters, amides	
56			Reduction of carboxylic acids, mechanism of decarboxylation	B.N.6
57			Methods of formation & Chemical reaction of Halo acids, Hydroxyl Acids	
58			Methods of formation & Chemical reaction of Maleic, Tartaric & Citric acid	
59			Methods of formation & Chemical reaction of dicarboxylic acids	
60			Methods of formation & Chemical reaction of unsaturated monocarboxylic acids	
61		Ether	Nomenclature of Ethers & Methods of their formation , Physical & Chemical Properties	
62			Autooxidation , Ziesels Methods	

CO: 1,2

LO: Recognise the general structure, mechanism, relative reactivity of carboxylic acid and ether with their derivatives.

63	5	Organic Compounds of Nitrogen	Preparation of Nitroalkanes & Nitro Arenes	B.N.1
64			Chemicals Reactions & Mechanisms	
65			Chemicals Reactions & Mechanisms	
66			Halonitroarenes : Reactivity , structure, Nomenclature of Amines	
67			Physical Properties : Stereochemistry of Amiones	
68			Separation of Primary, Secondary & Tertiary Amines	
69			Basicity of Amines	
70			Phase Transfer Catalyst	
71			Preparation of Alkyl & Aryl Amines	
72			Amination of Aldehydic & Ketonic compounds	

73			Gabriel phthalamde Reaction and other name reactions	
74			Reactions of Amines	
75			Electrophillic Aromatic Substitution in Amines	
76			Synthetic transformation of Aryl Diazonoium salts Azocoupling	
77		Practical	Functional group analysis of organic compounds and preparation of derivatives	
78			Functional group analysis of organic compounds and preparation of derivatives	
79			Functional group analysis of organic compounds and preparation of derivatives	
80			TLC and Paper Chromatography of green leaf pigments	
81			TLC and Paper Chromatography of dyes	
CO: 4				
LO: Study of preparation and properties of organic compounds containing nitrogen compounds and its derivatives and various name reactions,				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced organic chemistry, P.S. Kalsi
2. Organic Spectroscopy, Y.R. Sharma
3. Unified Chemistry M.M. N. Tandon
4. Stereochemistry of organic compounds, D.Nasipuri, New age International
5. Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic & Professional.
6. Reaction mechanism in organic chemistry, S.M. Mukherji and S.p.singh, Macmillan.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Organic chemistry			
B.Sc. II year			
Goal: Students will develop the ability to prepare and analyze organic compounds. The course will teach the concept of UV-Vis IR, and interpretation of structure of organic compounds. The Structural elucidation of compounds will be explained. The reaction mechanism of name reactions will be explained.			
Objective: The objective of this course is to acquaint the students with the fundamental Aspects, physical, Chemical properties and name reactions of Alcohols, Phenols, Carboxylic Acids, Ethers, Aldehydes & Ketones, and amines. and gain basic idea about spectroscopic tools.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Introduction -UV-Visible spectroscopy, Absorption laws, Molar absorptivity, Selection rules, intensity and position of IR bands, UV spectra of conjugated dienes and derivatives	Baeyer Villiger Oxidation of Aldehyde, Phase Transfer Catalyst, Synthesis of acid chloride, esters, amides	Halonitroarenes : Reactivity, structure, Nomenclature of Amines, Autooxidation, Ziesels Methods	Gabriel phthalimide Reaction and other name reactions, Physical Properties : Stereochemistry of Amines

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Chemistry**Session: Jul-Dec****Class: B.Sc. V Semester (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with concepts of important organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 85 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks .Practical examination contains 50 marks.

III: Course Outcomes (CO):

- CO1 Understand preparation and properties of different types of organic compounds
- CO2 Understand effect of interaction of radiations in reaction and components.
- CO3 Understand effect concepts of Bioinorganic chemistry & Analytical Chemistry
- CO4 Understand effect concept of Acid-Base and Inorganic Chemistry

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3				
CO 2	3	2	2	2	2	2		
CO 3	2	2		1	3	3		
CO 4	2			2	2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Organic Compounds of Nitrogen	Introduction, IUPAC Nomenclature and Classification	B.No. 2 &3
2.			Preparation of Nitroalkanes and Nitroarenes	
3.			Chemical & Physical Properties of Nitroalkanes and Nitroarenes	
4.			Halonitroarenes Nomenclature, structure and activity	
5.			Introduction, IUPAC Nomenclature and Classification of amines	
6.			Chemical & Physical Properties of amines	
7.			Structural features and separation of different types of amine	
8.			Amine as phase transfer catalyst	
9.			Name Reactions of Amines	
CO 1, 3				
LO : Study of preparation and properties of organic compound containing Nitrogen and its Derivatives and various name reaction.				
10.	2	Carbohydrates	Classification and nomenclature of carbohydrates	B.No. 2 &5
11.			Mechanism of osazone formation	
12.			Chain lengthening and chain shortening of aldose	
13.			Configuration of monosaccharide	
14.			Formation of glycosides, ethers and esters	
15.			Ring size of monosaccharide, cyclic glucose and mutarotation	
16.			Structure of ribose and deoxyribose	
17.			Glycosidic linkages in di and poly saccharides	
18.			Reducing and Non reducing sugars	
CO 1,3				
LO Able to understand the classification, nomenclature, reactions and properties of Carbohydrates.				
19.	3	Photochemistry	Electromagnetic radiation and range of different spectrum	B.No. 18
20.			Radiation and Energy, wavelength frequency	

21.		UV Spectroscopy	Interaction of radiation with matter	
22.			Difference between thermal and photochemical process	
23.			Laws of photochemistry and Jablonski Diagram	
24.			Electronic Excitation in organic molecule	
25.			Instrumentation of UV Spectroscopy	
26.			Woodward Fischer Rule for determining lamda max of different compounds	
27.				
CO 2				
LO Understanding of different aspects of Photochemistry and principle, instrumentation and application of UV in Structure elucidation.				
28.	4	Bioinorganic Chemistry	Essential and trace elements in Biological Process	B.No. 14
29.			Introduction and role of metalloporphyrins, haemoglobin and myoglobin	
30.				
31.				
32.			Biological role of alkali and alkaline earth metals	
33.			Role of metal in Biological process	
34.				
35.					Nitrogen fixation
36.			Oxygen uptake proteins, cytochrome and ferredoxins.	
CO 3				
LO Understanding of functions and importance of different bio-inorganic compounds and important biological process.				
37.	5	Hard and Soft Acid and bases	Classification and acids and bases as soft and hard	B.No. 13 &14
38.			Pearson HSAB concept	
39.			Application of HSAB concept , Symbiosis	
40.		Analytical Chemistry	Introduction, classification and minimization of Errors	
41.			Precision and accuracy	
42.			Gravimetric Estimation of Barium and Copper	
43.		Inorganic Polymers	Introduction, characteristics classification and application of inorganic polymers	
44.			Structure and nature of bonding in Silicones and triphosphonitrilic chlorides.	
45.		Practical	Analysis of inorganic mixture containing five radicals	
46.			Analysis of inorganic mixture containing five	
47.				

		radicals
48.		Analysis of inorganic mixture containing five radicals
49.		Barium as barium sulphate
50.		Acetylation
51.		Benzoylation
52.		meta-Dinitrobenzene
53.		Picric acid
CO 4		
LO Able to understand the basic concepts of HSAB principle, different aspects of analytical chemistry and Inorganic polymers.		

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. verma CBS publications
2. Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold, Cornell University
5. Organic chemistry, R.T. Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction. H.O. House, Benjamin
7. Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic & Professional.
8. Reaction mechanism in organic chemistry, S.M. Mukherji and S.p. singh, Macmillan.
- 9 Pericyclic Reactions S.M. Mukherji, Macmillan. India.
- 10 Stereochemistry of organic compounds, D. Nasipuri, New age International
11. Stereochemistry of organic compounds, P.s. Kalsi, of organic compounds
- 12 A guide Book to mechanism in organic chemistry, Peter Sykes, Longman
- 13 Inorganic chemistry- J D Lee john wiley
- 14 Inorganic chemistry- Cotton and wilkison, john wiley
15. Inorganic chemistry- Huheey, Harper Collins pub. USA
16. Physical chemistry R.A. Alberty, Wiley Eastern ltd.
17. Physical chemistry puri Sharma and pathanis vikas publications new delhi
18. molecular spectroscopy sukumar, MJP publisher
19. The elements of physical chemistry A.T Atkins oxford university
- 20 Unified chemistry M.M. Tandon
21. Advanced organic chemistry .L. Finar ELBs

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Chemistry			
B.Sc. V Semester			
Goal : Students will broaden and deeper their understanding of theories concepts and models to enhance their success as scientist and educators. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions.			
Objective: The objective of this course is to acquaint the students with concepts of important organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.	% Students having the basic concept of organic compounds of nitrogen, carbohydrates, Acid and Bases, Analytical Chemistry and Inorganic polymers.	% Students having understanding about basic principles of chemistry.	% Students Need More Efforts for understanding basic principles of chemistry.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Chemistry**Session: Jan-Jun****Class: B.Sc – VI Semester (Chemistry, Biotechnology, Computer Science)**

I: Objective of course: The objective of this course is to acquaint the students with concepts of important biomolecules, organometallic compounds,, transition metal complexes, advance spectroscopical techniques, adsorption, catalysis and water analysis.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have three sections A, B and C. Section A worth 15 marks will have 15 multiple choices questions. Section B carrying 20 marks will contain five optional short answer type questions each of 04 marks. The Section C carrying 50 marks will contain 5 optional long answer questions of 10 marks each.

III: Course Outcomes (CO):

- CO1 Understanding of structure, properties and importance of Bio molecules
- CO2 Able to elucidate structure of a compound using spectroscopic data
- CO3 Understanding of different properties of transition metal complexes
- CO4 Able to understand concept of organo metallic compounds

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2			3	3		
CO 2			2	3	3	2		
CO 3	3	2			3			
CO 4	1					2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Amino Acid Nucleic Acid and Elementary ideas of Fats, Oils and detergents	Classification, structure and stereochemistry of amino acid.	B.N.20
2			General method of preparation and properties of amino acid, acid base behavior and isoelectric point.	
3			Introduction to peptide linkage and group analysis and classification	
4			Properties and structure of proteins (primary, secondary and tertiary)	
5			Introduction and constituents of nucleic acids	
6			Ribo nucleoside and ribonucleotide in details.	
7			Double helix structure(DNA)	
8			Introduction to natural oil, edible and industrial oils of vegetable origin.	
9			Common fatty acids and glycerides	
10			Hydrogenation of unsaturated oil,Saponification value	
11			Iodine value and acid value	
CO: 1				
Lo : Able to understand classification, structure and properties of Amino Acids, Proteins, Nucleic Acids, Fat, oil and detergents.				
1	2	Organometallic Chemistry and Organometallic Compound	Synthesis, structure and bonding in metal carbonyl complexes.	B.N.13
3			Metal olefins complex sand metal alkynes complexes	
4			Oxidative addition reactions and its application.	
5			Organomagnesium compound --method of preparation and structure and its application	
6			Organolithium compound --method of preparation and structure and its application	

7.			Grinard Reagents--method of preparation and structure and its application	
CO :3, 4				
LO ; Able to understand synthesis, structure, properties and bonding of different organometallic compounds.				
1	3	<ul style="list-style-type: none">Properties of transition metal complexes.Electronic Spectra of transition metal complexesWater analysis	Magnetic Moment(spin only and with L-S coupling)	B.N.13
2			Orbital contribution magnetic moment.	
3			Spectroscopic ground state and excited states	
4			Types of electronic transitions, selection rule for d-d transitions.	
5			Orgel energy diagram for d ¹ to d ⁹ states	
6			Orgel energy diagram for d ¹ to d ⁹ states	
7			Hardness of water, Type of hardness	
8			Acidity and alkanity, BOD (biological oxygen demand)	
9			COD(chemical oxygen demand) and DO (dissolved oxygen)	
CO: 2				
LO: Able to understand magnetic properties and Electronic spectra of Transition Metal Complex, including water analysis techniques.				
1	4	Infrared spectroscopy and Raman Spectroscopy	Statement of the Born-oppenheimer approximation	B.N.18
2			Rotational spectrum of diatomic molecules	
3			Energy levels of rigid rotor, section rule and intensity of absorption bands.	
4			Maxwell-boltzmann distribution and population of energy levels	
5			Energy levels of simple harmonic oscillators, Selection rules.	
6			Pure vibrational spectrum, intensity and qualitative relation of force constant	
7			Bond energies and degree of freedom	
8			Modes of vibration, vibrational frequencies of different functional groups.	

9			Concept of polarizability in detail	
10			Pure rotational and pure vibrational spectra of diatomic molecule.	
11			Selection rule of roman spectra and its application.	
CO: 1,2				
LO: Able to understand principle and application of IR and Raman Spectroscopy.				
1	5	NMR spectroscopy and Surface phenomenon and catalysis	Principle and instrumentation of NMR active molecules	B.N.18
2			Chemical Shift	
3			Spin- spin coupling	
4			Spectrum of ethanol and ethanal	
5			Adsorption of gases and liquid on solid adsorbent.	
6			Freundlich and Langmuir adsorption isotherm	
7			Determination of surface area	
8			Characteristics and mechanism of heterogeneous catalysis	
9		Practical	Binary mixture analysis containing two solids: Separation, identification and preparation of derivatives.	
10			Study of Job’s Method	
11			Mole-ratio method	
12			Effluent Analysis	
13			Water analysis	
14			Determination of Hardness of Water	
CO: 2				
LO: Able to understand principle and application of IR and Raman Spectroscopy.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. verma CBS publications
2. Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold,Cornell University
5. Organic chemistry,R.T.Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction.H.O.House,Benjamin
- 7.Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic &Professional.
8. Reaction mechanism in organic chemistry,S.M.Mukherji and S.p.singh, Macmillan.
- 9 Pericyclic Reactions S.M.Mukherji ,Macmillan. India.
- 10Stereochemistry of organic compounds, D.Nasipuri,New age International
11. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
- 12 A guide Book to mechanism in organic chemistry, Peter Sykes,Longman
- 13 Inorganic chemistry-J D Lee john wiley
- 14 Inorganic chemistry-Cotton and wilkison ,john willey
15. Inorganic chemistry- Huheey, Harper Collins pub.USA
16. Physical chemistry R.A.Alberty, Wiley Eastern ltd.
17. Physical chemistry puri Sharma and pathanis vikas publications new delhi
18. molecular spectroscopy sukumar,MJP publisher
19. The elements of physical chemistry A.T Atkins oxford university
- 20 Unified chemistry M.M. Tandon
- 21.Advanced organic chemistry .L.Finar ELBs

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Chemistry

B.Sc. VI Sem

Goal : Students will broaden and deeper their understanding of theories concepts and models to enhance their success as scientist and educators. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions.

Objective: The objective of this course is to acquaint the students with concepts of important biomolecules, organometallic compounds,, transition metal complexes, advance spectroscopic techniques, adsorption, catalysis and water analysis.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Amino Acids, Nucleic Acids, Organmetallic Compounds, transition metals complexes. spectroscopy,	% Students having the basic concept of Amino Acids, Organmetallic Compounds, transition metals complexes. spectroscopy,	% Students having understanding about basic principles of chemistry.	% Students Need More Efforts for understanding basic principles of chemistry.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Department of Chemistry, IPS ACADEMY, INDORE (M.P.)
IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Organic Chemistry

Session: Jul-Jun

Class: B.Sc. I year (Chemistry, Biotechnology, Life Science)

I: Objective of course: Main objective of this course is to acquaint students with basic concept of Organic compounds, preparations and properties.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks each.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Organic Chemistry
- CO2 Able to assign IUPAC nomenclature to the organic compounds
- CO3 Understanding of preparation and properties of different chemical compounds.
- CO4 Understanding of arrangement of groups in Organic compounds and their orientations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				3		
CO 2	1	2			2	2		
CO 3	2	2	3	2				
CO 4	2				3	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Structure and Bonding	Hybridization	B.No. 1 & 2
2.			Bond length, Bond angles and energy	
3.			Localized and delocalized chemical bond inclusion compounds	
4.			Clatherates	
5.			Charge transfer complexes	
6.			Resonance, hyper conjugation, inductive effects	
7.			Electromeric, mesmeric and steric effect.	
8.		Mechanism of Organic Reactions	Types of bond fission	
9.			Types of reagents- electrophile and nucleophile	
10.			Types of organic reactions	
11.			Reaction intermediates	
12.				
13.				
14.			Methods of determination of reaction mechanism	
15.				
CO 1, 2				
LO:Able to understand structure, bonding of organic compounds along with understanding of their chemical reactions and intermediates.				
16.	2	Alkanes	IUPAC Nomenclature of Alkanes	B.No.3 B.No. 4
17.			Classification and Isomerism	
18.			Method of formation (Wurtz Reaction, Kolbe Reaction, Corey-House Reaction and decarboxylation)	
19.				
20.				
21.			Physical Properties of Alkanes	
22.			Chemical Properties of Alkanes	
23.				
24.			Mechanism of free radical halogenations in alkanes	

25.		Cycloalkanes	IUPAC Nomenclature of Cyclo Alkanes	
26.			Method of formation of Cyclo alkanes	
27.				
28.			Chemical Properties of Alkanes	
29.			Baeyer Strain Theory	
30.			Conformation of cycloalkane, banana bond structure	
CO 1, 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkanes and Cycloalkanes				
31.	3	Alkenes	IUPAC Nomenclature of Alkenes	B.No. 4 & 5
32.				
33.			Method of formation of Alkenes	
34.				
35.			Physical Properties and relative stability of Alkenes	
36.				
37.			Chemical Properties of Alkenes, Markownikoff's rule	
38.				
39.				
40.				
41.			Industrial applications of ethylene and propene	
42.			Method of formation, conformation and chemical reactions of Cycloalkanes	
43.				
44.		Dienes	Introductions of Dienes	
45.	Allenes, butadiene, 1.2 and 1.4 addition , Diels-Alder Reaction			
CO 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkenes, Cycloalkenes and dienes				
46.	4	Alkynes	IUPAC Nomenclature of Alkynes	B.No. 2 & 5
47.			Structure and Bonding in Alkynes	
48.				
49.			Methods of formation	
50.				
51.			Chemical Reactions,	
52.				
53.				
54.		Alkyl Halides	IUPAC Nomenclature of Alkyl Halides	
55.			Classification of Alkyl Halides	

56.			Method of formation of Alkyl Halides	
57.				
58.			Chemical Properties of Alkyl Halides	
59.				
60.			Poly halogen compounds, preparation and properties of Chloroform and Carbon Tetrachloride	
CO 2, 3				
LO Able to understand Nomenclature, preparation properties of Alkynes and alkyl halides.				
61.			Concept of Isomerism	
62.			Optical Isomerism, elements of symmetry	
63.			Molecular chirality, enantiomers, stereo genic center	
64.			Optical activity and properties of enantiomers	
65.			Chiral and achiral molecules	
66.			diastereoisomers	
67.				
68.	5	Stereochemistry of organic compounds	Threo and erythro diastereoisomers	B.No. 2 &4
69.			Resolution of enantiomers, inversion retention and racemization	
70.			Relative and absolute configuration	
71.			Sequence rule	
72.			D-L and R-S system nomenclature	
73.			Geometrical isomerisms	
74.			E-Z system of nomenclature	
75.			Geometric isomerism in oximes and alicyclic compounds	
76.			Crystallization	
77.		Practical	Sublimation	
78.			Detection of elements	
79.			Identification of Functional group	
CO 1, 4				
LO Able to understand stereochemistry of organic compounds and different types of configuration of organic compounds.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. Verma CBS publications

2. Advance Organic chemistry, F.A Carey and R.J Sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and Structure, Jerry march, John Wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold, Cornell University
5. Organic chemistry, R.T.Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction. H.O.House, Benjamin

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Organic Chemistry			
B.Sc. I Year			
Goal : Students will broaden and deeper their understanding of theories concepts of Organic Chemistry. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions			
Objective: The objective of this course is to acquaint the students with the basic concept of organic chemicals, their preparations and properties.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Organic Chemistry	% Students having the basic concept of Organic Chemistry	% Students having understanding organic chemistry	% Students Need More Efforts for understanding organic chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Physical Chemistry**Session: Jul-Dec 2018****Class: B.Sc. I year (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with basic concepts of Physical Chemistry, mathematical concepts, physical states of matter physical and chemical changes due to reactions.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 29 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 19 marks will contain 5 optional long answer questions four questions of 4 marks each and one question of 3 three marks.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Physical Chemistry
- CO2 Able to make mathematical calculations for derivations, theorems, and chemical reactions and nuclear reactions.
- CO3 Understands the basics of different physical states viz. solid, liquid and gaseous
- CO4 Understands different physical changes occur due to chemical reaction.

V:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	3			
CO 2	3	2	2					
CO 3	2	2		1	2	2		
CO 4	2	1	2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Mathematical Concepts	Logarithm relations,	B.No.1 & 2
2.			Use of log and anti log tables	
3.			Curves sketching; liner and straight	
4.			Differentiation of functions	
5.			Multiplication and divisions in Differentiation	
6.			Maxima and minima and partial Differentiation	
7.			Integration of some functions	
8.			Factorials and Probability	
9.		Gaseous states and Molecular Velocities.	Critical phenomenon : PV isotherm and ideal gas	
10.			Endrew’s experiment	
11.			Vander Wall’s equation	
12.			Root mean square, average and most probable velocities	
13.			Maxwell’s distribution of molecular velocities	
14.			Collision numbers	
15.			Mean free path and collision diameters	
CO 1, 2, 3, 4				
LO Able to make mathematical calculations by applying different concepts probability, log and understand basic concepts of gaseous states.				
16.	2	Liquid State	Intermolecular forces and structure if liquids	B.No.1 B.NO4
17.			Liquid Crystals	
18.			Differences between solid and liquid crystals	
19.			Classification and structure of nematic and cholestric phases.	
20.			Thermograph and seven segment cell	
21.		Solid State	Definition of space lattice, Unit cells	
22.			Law of constancy of interfacial angles	
23.			Law of rationality of indices	
24.				
25.				

26.			Laws of symmetry	
27.			Symmetry elements in crystals, Ionic solid structures	
28.				
29.			Radius ratio rule and coordination number	
30.			Limitation of radius ratio rule and lattice defects	
CO 1, 3, 4				
LO Able to understand the basic concepts of solid and liquid states.				
31.	3	Chemical Kinetics	Chemical kinetic and its scope	B.No.2 B.NO1
32.			Rate of a reaction	
33.				
34.			Factors affecting rate of a reaction	
35.				
36.			Dependence of rate of reaction on concentration	
37.				
38.			Zero order, I Order, II Order and Pseudo Order Reactions and its mathematical characteristics	
39.				
40.				
41.			Half life and mean life of a reaction	
42.			Study of chemical kinetics by polarimeter and spectrophotometer	
43.			Effect of temperature on rate of reaction	
44.			Arrhenius equation, concept of activation energy	
45.	Simple collision theory and transition state theory			
CO 1, 4				
LO Able to understand the basics of rate of a reaction and factors affecting reaction rate.				
46.	4	Radioactivity and Nuclear Chemistry	Introduction and Classification of Radioactivity	B.No2 B.NO3
47.				
48.				
49.			Radioactive Radiations: detection and measurements	
50.				
51.				
52.			Theories of radioactivity	
53.			Group displacement law	
54.			Radioactive disintegration	
55.			Nuclear Reactions	
56.			Nuclear fissions and fusions	
57.			Half Life Period	
58.			Isotopes, isobars and isomers	

59.			Applications of radioactivity	
60.				
CO 1, 4				
LO Able to Understand basic concepts of Nuclear Reactions and Radioactivity				
61.	5	Chemical Equilibrium	Law of Mass Action	B.No.1 B.NO4
62.			Equilibrium constants	
63.			Le chatelier’s Principles	
64.		Colloidal Solutions	Classification of Colloidal Solutions	
65.			Lyophilic and lyophobic colloids	
66.			Properties of Colloidal Solutions	
67.				
68.				
69.			coagulation	
70.			Hardy-Schulze Rule	
71.			Gold numbers	
72.				
73.				
74.				
75.			Application of colloids	
76.	Practical	Determination of melting point		
77.		Determination of boiling point		
78.		Weight and preparation of solutions		
79.		Determination of surface tension		
80.		Determination of viscosity		
CO 1, 4				
Able to Understand basic concepts of Nuclear Reactions and Radioactivity				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry –Puri, Sharma and Pathania, Vikas Publications, New Delhi
2. Physical Chemistry – G. M Barrow. International Student Edition, McGraw Hills
3. Physical Chemistry –R A Albert, Wiley Eastern Ltd.
4. Physical Chemistry through Problems – S.K. Dogra and S Dogra Wiley Eastern Ltd.
5. Physical Chemistry –Gurdeep Raj
6. Modern Electrochemistry Volume I & II- O.M. Bockris & A.K.N. Reddy Planum.
7. Thermodynamics - Glasston

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Physical Chemistry			
B.Sc. I Year			
Goal : Students develop the ability perform mathematical calculations for different concepts,, can perform various study of solid, liquid and gases molecules, chemical reactions.			
Objective: The objective of this course is to acquaint the students with basic concepts of Physical Chemistry, mathematical concepts, physical states of the matter physical and chemical changes due to reactions.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept Physical Chemistry, mathematical concepts, physical states of the matter physical and chemical changes due to reactions.	% Students having the basic concept Physical Chemistry, physical states of the matter physical and chemical changes due to reactions.	% Students having understanding of physical chemistry	% Students Need More Efforts for Solution and Basic Concept of Physical Chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Inorganic Chemistry**Session: Jul-Dec 2018****Class: B.Sc. I year (Chemistry, Biotechnology, Life Science)**

I: Objective of the course: The objective of this course is to acquaint the students with the basic concept of Inorganic chemistry, properties, behavior of elements, understanding the reactivity and bonding of inorganic compounds

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks each.

III: Course Outcomes (CO):

- CO1 Understanding basic concepts of Inorganic Chemistry
- CO2 Understanding of properties and nature of elements
- CO3 Able to understand the behavior of elements
- CO4 Understanding the reactivity and bonding in inorganic compounds.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	3			
CO 2	3	2	2					
CO 3	2	2		1	2	2		
CO 4	2	1	2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Atomic Structure	De-Broglie matter wave theory	B.No. 4
2.			Heisenberg uncertainty Principle	
3.			Schrodinger wave equation	
4.			Quantum numbers; radial and angular wave functions	
5.			Shape of s, p, d, f orbitals	
6.			Aufbau Rule, Pauli exclusion principle and Hund's multiplicity rule	
7.			Electronic configuration of the elements, effective nuclear charge	
8.		Periodic properties	Atomic and ionic radii	
9.			Ionization energy	
10.			Electron affinity	
11.			Definition and methods of determination of Electro negativity	
12.			Electro negativity Trends in periodic table	
13.			Applications of Electro negativity in explaining the chemical behavior	
14.			Problems based on Atomic structure	
15.			Problems based on Periodic properties	
CO 1, 2, 3				
LO :Able to understand structure of Atom and periodic properties of an element				
Chemical Bonding Part I				
16.	2	Chemical Bonding	Introduction to different types of bonds	B.No. 2
17.			Covalent Bonds, Valence Bond Theory	
18.			Limitations of VBT	
19.			Characteristics of Covalent Bonds	
20.			Hybridization and its types	
21.			Shapes of different inorganic molecules	
22.			VSEPR Theory to NH ₃ , H ₂ O, SF ₄ ,	
23.			VSEPR Theory to ClF ₃ and H ₂ O	
24.			Molecular Orbital Theory	
25.			Homonuclear and Heteronuclear (CO and NO)	

26.			Homonuclear and Heteronuclear (CO and NO)			
27.			Multicenter bonding in electron deficient molecules			
28.			Bond strength and Bond Energy			
29.			Problems related VSEPR theory			
30.			Problems related to bond energy			
CO1, 2, 3						
LO Learns about covalent bonding in chemical species by Valence bond theory and VSEPR theory						
Chemical Bonding Part II & Chemistry of non-metals						
31.	3	Chemical Bonding	Ionic solids	B.No.3		
32.			Structure of Ionic Solids			
33.			Radius ratio effect and coordination number			
34.			Limitations of radius ratio rule			
35.			Lattice defects, semiconductors, lattice energy and Born-Haber cycle			
36.			Solvation energy and solubility			
37.			Polarizing power, Fajan’s Rule Metallic bond-fre electron,			
38.			Valence Bond Theory			
39.			Weak Interactions: Hydrogen Bonding and Vander Walls forces			
40.		Chemistry of Nobel Gases	Periodic properties of Nobel Gases			
41.			Periodic properties of Nobel Gases			
42.			Chemical Properties of Nobel gases			
43.			Chemistry of Xenon			
44.			Structure and bonding in Xenon compounds			
45.			Problems related to Xenon compounds			
CO 1, 2, 3						
LO Learns about bonding in chemical species by Ionic Solids and weak interactions alongwith understanding of Nobel Gases						
s and p block elements						
46.	4	s-Block Elements	Introduction of s-block elements	B.No. 1		
47.			Comparative study of Li and Mg			
48.			Diagonal Relationship			
49.			Introduction of hydrides, solvation and complexation tendencies			
50.			Functions of s-block elements in bio system			
51.			Introduction to Alkyls and Aryls			
52.			Periodic Properties of s-block elements			
53.			Chemistry of s-block elements			
54.		p-Block Elements	Periodic Properties of p-block elements			

55.			Chemistry of p-block elements	
56.			Comparative study of Be and Al	
57.			Comparative study of group 13-17 electrons	
58.			Hydrides of p-block elements	
59.			Oxides of p-block elements	
60.			Oxy acids and halides of of p-block elements	
1 ,2 ,3 ,				
LO Understands the basic knowledge of s-block elements and group 13-17 p-block elements				
p block elements				
61.	5	p-Block elements	Hydrides of Boron	B.No. 2
62.			Diborane and Higher Boranes	
63.			Borazine	
64.			Borohydrides	
65.			Fullerenes, Flurocarbons	
66.			Structure and principle of Silicates	
67.			Tetrasulphur and tetranitride	
68.			Basic properties of halogens	
69.			Interhalogen compounds	
70.			Poly halides	
71.			Chemical Properties and structure of Compounds of p-block elements	
72.				
73.				
74.				
75.				
76	Practical	Inorganic Mixture Analysis		
77		Inorganic Mixture Analysis		
78		Paper chromatography		
CO 1, 2, 3 ,4				
LO Understands the preparation and properties of inorganic compounds like hydrides of boron , fluorocarbons, silicates and halogens				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Inorganic chemistry-J D Lee John Wiley
- 2 Inorganic chemistry- F.A.Cotton and Wilkinson , John Wiley
3. Inorganic chemistry- Huheey, Harper Collins pub.USA
4. Unified chemistry M.M. Tandon

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic Chemistry			
B.S c. I Year			
Goal : Students develop the ability to understand the basic principles of Inorganic chemistry ,nature and behavior of different elements.			
Objective: The objective of this course is to acquaint the students with the basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds	% Students having the basic concept basic concept of Inorganic chemistry, properties and, behavior of elements, and understanding the reactivity and bonding of inorganic compounds	% Students having understanding of Inorganic Chemistry.	% Students Need More Efforts for understanding concepts of Inorganic Chemistry

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF CHEMISTRY, INDORE**Lesson Plan****Subject: Inorganic Chemistry****Session: Jul-Jun****Class: B.Sc. - II Yr (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with the concept of transition complexes, Lanthanides and actinides and principle of acid-base.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 28 marks will have two sections A and B. Section A worth 2.5 marks will have 5 multiple choice questions. Section B carrying 7.5 marks will contain four optional short type questions. Section C carries 14 marks in which a candidate is required to attempt any three. Practical examination contains 50 marks

III: Course Outcomes (CO):

- CO1 Understanding of nature of different bonds and molecular orbital theory.
- CO2 Explanation of periodic table and periodic properties of atoms.
- CO3 Explanation of coordination compounds, naming them and isomerism.
- CO4 Course deals with theory of the determination of the electronic structure of d- metal complexes and their properties.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2		3	2		
CO 2	2	2	2	2	2	2		
CO 3	2	2				3		
CO 4	2		2	2	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Chemistry of Elements of First Transition series	Characteristic properties of d block elements	B.N.1 &2
2			Properties of the first Transition series	
3			The binary compounds such as carbides	
4			Oxides and sulphides	
5			Complexes stability and Oxidation states	
6			Calculation of coordination number	
7			Explanation of Geometry	
8			Examples of different Transition metal complexes	
9			Examples of different binary compounds	
10			Geometry of different metal complexes	
11			Chemistry of Carbide	
12			Reactions of Sulphides	
13			Reactions of different metal complexes	
14			Presentation	
15			presentation	
CO: 1,3				
LO:Understanding of nature and characteristics of covalent bond and their effect on stereochemistry.				
16	2	Chemistry of elements of second and third Transition series	Chemistry of second transition series	B.N.1&2
17			General Characteristics	
18			Comparative treatment with their 3d analogs with ionic radii	
19			Oxidation States	
20			Magnetic properties	
21			Magnetic Behavior	
22			Spectral properties	
23			Stereochemistry	
24			Chemistry of Third transition series	
25			Examples of Stereochemistry	
26			Examples of Magnetic complexes	
27			Comparative treatment of different transition metals	
28			Chemistry of Transition metal complexes	
29			Important reactions of transition metal	

30			Presentation				
31			Presentation				
CO: 4							
LO: Understanding of chemical Properties of second transition series							
32	3	Co-ordination compounds	Werner’s co-ordination theory	B.N.2			
33			Experimental verification of the theory				
34			Concept of Effective atomic number				
35			Nomenclature of coordination compounds				
36			Introduction to Chelates				
37			Isomerism in coordination compounds				
38			Valence bond theory of Transition metal complexes				
39			Use of redox potential data				
40			Analysis of redox cycle				
41			Redox stability in water				
42			Frost latimer diagram				
43			pourbaix diagram				
44			Different redox reagents				
45			Principle involved in the extraction of elements				
46			Extraction of elements				
47			Presentation				
CO: 1,3							
LO: Comparative study of elements with respect to electronic configuration and oxidation states.							

48	4	Chemistry of Lanthanide elements	Electronic structure	B.N.1&3
49			Oxidation states	
50			Ionic radii	
51			Lanthanide contraction	
52			Complex formation	
53			Occurrence and isolation of lanthanide compounds	
54			Chemistry of Actinides	
55			General features and chemistry of actinides	
56			Chemistry of separation of Np, Pu and Am from U	
57			Similarities in later actinides	
58			Similarities in later Lanthanides	
59			Reactions of Lanthanides	
60			Reactions of Lanthanides	
61			Examples of Lanthanides and actinides	
62			Presentation	
63			Presentation	

CO: 2, 3**LO:** Isolation of Lanthanide compounds and reactions of compounds.

64	5	Acid and bases	Arrhenius	B.N. 3
65			Bronsted- Lowry	
66			The Lux flood	
67			Solvent system	
68			Lewis concept of acids and bases	
69			Physical properties of a solvent	
70			Types of solvents	
71			Their characteristics	
72			Reactions in non aqueous solvents	
73			Liquid ammonia and liquid SO ₂	
74			presentation	

75			Presentation	
76			Analysis of mixture containing five radicals	
77			Acid Base Titration	
78		Practical	Redox Titration	
79			Complex metric Titration	
CO: 3				
LO: Students will learn the Acid Base concept and assignment of electronic transition.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced Inorganic chemistry, F.A. Cotton and Wilkinson
2. Inorganic chemistry, J.E. Huheey, and Row.
3. Unified Chemistry M.M. Tandon
4. Inorganic Electronic Spectroscopy, A.B.P. Lever
5. Magnetiochemistry R. I. Carlin
6. Comprehensive coordination chemistry, Wilkinson

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Inorganic chemistry			
B.Sc. II year			
Goal: Students develop the ability to prepare and analyze the properties of periodic elements and the chemistry of different inorganic complexes will be explained			
Objective: The objective of this course is to acquaint the students with the concept of transition complexes , Lanthanides and actinides and principle of acid-base.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

Characteristic properties of d block elements, Properties of the first Transition series, The binary compounds such as carbides, Complexes stability and Oxidation states	Chemistry of second transition series, Comparative treatment with their 3d analogues with ionic radii	Frost latimer diagram, pourbaix diagram, Stereochemistry	Werners Theory, Chelates, Experimental verification of the theory, Use of redox potential data
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Physical Chemistry**Session: Jul-Jun****Class: B.Sc - II Yrs (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with the fundamental theory, utility & application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry.

II: Examination: The faculty member will award internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The Yearly examination carrying 29 marks .The theory paper will have three sections A, B and C.. Section A worth 2.5 marks will have 5 multiple choice questions. Section B carrying 7.5 marks will contain five optional short answer type question each of 2.5 marks. Section C carrying 19 marks will contain five optional long answer type question 4 questions carries 4 marks each and 1 question is of 3 marks. Practical Examination contains 50 marks .

III: Course Outcomes (CO):

CO1	Understand and applying fundamental concept of Thermodynamics , Surface & Electrochemistry to atoms and molecules
CO2	Enlightens the utility of adsorption, catalysis, EMF, Carnot engine, electrolysis in Lab experiments.
CO3	Analysis and interrelation of thermodynamic and electrochemical forms of energy
CO4	Study potentiometric cell and able to calculate EMF of the cell.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3						
CO 2	2	3	3	3	3	2		
CO 3	1	1	2	2				
CO 4	1	2	3	3	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.		Phase Equilibriun	Basic concept: Thermodynamics, First law	
2.			Second law & need of second law	
3.			Carnot Cycle and its efficiency and Carnot Theorem	
4.			Thermodynamic scale of Temperature	
5.			Entropy: Concept & state function	
6.			Entropy as a function of Temp & Pressure & Volume	
7.			Classius Inequality	
8.			Entropy as criteria of Spontaneity	
9.			Entropy change for ideal gases	
10.			Nernst heat theorem	
11.			Gibbs and Helmholtz function	
12.			A & G as a criteria for thermodynamic equilibrium	
13.			Hess's law of heat summation and it application	
14.			Standard Enthalpy of formation & Neutralization	
15.			A & G as criteria for Thermodynamics and equilibrium & spontaneity	
16.			& Residual Entropy	
17.				
CO: 1,3				
LO: Employee Erying & Collision theories to solve and derive rate of reaction for various molecules				
1.	2	Solid Solutions	Concept of Phase, component degree of freedom	B.N1&.2
2.			Thermodynamic derivation of Gibb's phase rule	
3.			One component system: Water & Carbon dioxide.	
4.			Two component system: Bi-Cd system	
5.			Two component system: Pb-Ag system	
6.			Desilverisation of lead	
7.			Zn –Mg System –Congurent Melting point	
8.			NaCl-water & CuSO ₄ –H ₂ O-Incongruent Melting point	
9.			Zn –Mg System –Congurent Melting point	
10.			Freezing mixture:Acetone dry ice	
11.	Liquid –Liquid Mixtures	Ideal Liquid solutions & Raoults law		
12.		Henry's law		
13.		Non ideal solutions : HCl- H ₂ O system		

14.			Non ideal solutions : Ethanol- H ₂ O system
15.		Partially Miscible Liquids	Phenol water system & Triethyl amine water system
16.			Nicotine – water system , steam distillation
17.			Nernst and application distribution law

CO: 2, 3**LO:** Abstract the knowledge of Adsorption, surfactant, Micelle and test the validity of various isotherm

1.		3	Electro Chemistry-I	Electron Transport	B.N.1&2
2.				Conductivity of ions in metal & electrolyte	
3.				Measurement of Equivalent conductance	
4.				Effect of dilution on conductivity	
5.				Migration of ions	
6.				Kohlrausch law	
7.				Arrhenius theory of electrolytic dissociation	
8.				Limitation of Arrhenius theory	
9.				Weak & Strong Electrolyte	
10.				Ostwald's dilution law	
11.				Theory of strong electrolyte	
12.				DHO theory and equation	
13.				Transport number	
14.				Determination of Transport Number-Hittorf method	
15.				Determination of Transport Number- Moving Boundary Method.	

CO: 1 & 3**LO:** Acquire knowledge of Polymerization and determination of Molecular weight of polymers

1.		4	Electrochemistry - II	Electrode Reaction ,Nernst Equation	B.N.2
2.				Derivation of cell EMF and single electrode	
3.				Standard hydrogen Electrode	
4.				Reference Electrode & Standard Electrode reaction	
5.				Electrochemical Series & its significance	
6.				Electrolytic & Galvanic Cell	

7.			Reversible & Irreversible Cells
8.			Conventional Representation of Electro chemical cell
9.			Concentration cell with and without transport
10.			Liquid junction potential
11.			Application of concentration cell
12.			Solubility & Solubility product
13.			Potentiometric titration
14.			Determination of pH using hydrogen , quinhydrone electrode
15.			Buffers ,Hender Hazel Equation
16.			Mechanism of Buffer action
17.			Assignment on practical utility of Electrodes

CO: 1,2

LO: Develop fundamentals of Entropy production and validate Phenomenological equation for Irreversible process.

1.	5	Surface Chemistry	Adsorption	B.N.1
2.			Adsorption & Absorption	
3.			Types of Adsorption	
4.			Adsorption of gases and liquids in solid adsorbent	
5.			Freundlich and Langmuir Isotherm	
6.			Surface Area & its determination	
7.			Catalysis: Concept & its Characteristic	
8.			Classification of catalysis	
9.			Application of Catalysis	
10.			Miscellaneous examples	
11.			Surface and its practical examples	

12.		Assignment- Based on applications of adsorption & Catalysis		
13.		Practical	Determination of transition temperature	
14.			Determination of enthalpy of neutralization	
15.			Verification of Beer's Lambert Law	
16.			Study of Phase Diagram of two component system	
CO: 4				
LO: Enlighten the knowledge of Polar graph, Over potential, Semiconductor, half wave potential and mathematical derivation of their study				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Physical Chemistry –Puri, Sharma and Pathania, Vikas Publications, New Delhi
2. Physical Chemistry – G. M Barrow. International Student Edition, McGraw Hills
3. Physical Chemistry –R A Albert, Wiley Eastern Ltd.
4. Physical Chemistry through Problems – S.K. Dogra and S Dogra Wiley Eastern Ltd.
5. Physical Chemistry –Gurdeep Raj
6. Modern Electrochemistry Volume I & II- O.M. Bockris & A.K.N. Reddy Planum.
7. Thermodynamics - Glasston

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and application aspects of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Physical Chemistry			
B.Sc II Year			
Goal : Students develop the ability to understand fundamental concept.uses,interrelation with other forms of Energy application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry Topics include an overview of Thermodynamic properties-Internal Energy, Entropy, Gibb's free energy, Nernst equation , Electrode cell reaction , Adsorption Catalysis, Phase Equilibrium with reference to Solid-solid, solid Liquid, Liquid- liquid equilibrium.			
Objective: The objective of this course is to acquaint the students with the fundamental theory, , utility & application of Thermodynamics, Electrochemistry, Phase equilibrium and surface chemistry			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Thermo Chemistry, Electrochemistry and further to develop understanding of practical applications utility of it.	% Students having the basic concept of phase equilibrium, surface chemistry, and understanding of adsorption can interpret its example.	% Students having understanding about heat and electricity transfer..	% Students Need More Efforts for Solution and Basic Concept of Electrochemistry and Thermodynamics

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Organic Chemistry**Session: Jul-Jun****Class: B.Sc - II Yrs (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with the fundamental Aspects, physical, Chemical properties and name reactions of Alcohols, Phenols, Carboxylic Acids , Ethers, Aldehydes & Ketones, and amines and gain basic idea about spectroscopic tools.

II: Examination: The faculty member will give internal marks out of 5 and the bifurcation is mention in the scheme of internal marks. The Yearly examination carrying 28 marks .The theory paper will have three sections A, B and C.. Section A carry 5 multiple choice questions with 2.5 marks each. Section B carrying 7.5 marks will contain five optional short answer type questions. Section C carrying 18 marks will contain five optional long answer type question 3 questions carries 4 marks each and 2 question is of 3 marks. Practical examination contain 50 marks

III: Course Outcomes (CO):

- CO1 Learns the fundamental reaction mechanisms.
- CO2 Gains the potential about different spectroscopic techniques.
- CO3 Study of composition, structure, properties and reactions of various organic compounds
- CO4 Predict the most common reaction mechanism in Organic reactions.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		2	2	2		
CO 2	3		2	3	3	2		
CO 3	2		2	2	2			
CO 4	2	3	3		2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Electromagnetic spectrum :Absorption spectra	Introduction -UV-Visible spectroscopy	
2			Absorption laws ,Molar absorptivity	B.N.1
3			Presentation and analysis of UV spectra	
4			Types of electronic transition	
5			Effect of conjugation ,concept of chromophore auxochromes	
6			Absorption shifts	B.N.2
7			UVspectra of conjugated dienes and derivatives	
8			IR absorption spectroscopy ;Introduction	
9			Molecular vibrations ,Hookes law	
10			Selection rules ,intensity and position of IR bands	
11			Measurement of IR spectrum ,finger print region	
12			Characteristic Absorption of various functional group	
13			Interpretation of IR spectra of simple organic Molecule	
CO: 1,3				
LO: Learns the importance of IR and UV spectroscopy and applications.				
				B.N.1 &2
14	2	Alcohol	Classification & Nomenclature of Monohydric Alcohol	
15			Method of formation of Monohydric Alcohol	
16			Chemical Reaction: Reduction of Aldehydes, Esters	
17			Chemical Reaction: Reduction of Ketones &Carboxylic Acid	
18			Hydrogen bonding	
19			Acidic Nature & Chemical Reaction	
20					Dihydric Alcohol: Nomenclature, Methods of Formation
21			Chemical reaction of Vicinal Glycol- Pinacol – Pinacolone rearrangement	
22			Trihydric Alcohol: Nomenclature ,Methods of Preparation	
23			Chemical Reaction of Glycerol	

24			Nomenclature Structure & Bonding	
25			Preparation of Phenol	
26			Physical Properties & Acidic Character	
27			Comparison of Acidic Strength of Alcohol & Phenol	
28			Resonance stabilisation of Phenoxide ions	
29			Chemical Reactions of Phenol- Aromatic Electrophilic Substitution	
30			Acylation * & Carboxylation	
31			Mechanism of Fries rearrangement	
32			Claisen Rearrangement	
33			Gattermanns Synthesis	
34			Hauben Hoesche Reaction & Lederer Manasse reaction	
35			Reiman Teiman Reaction	
CO: 2, 3				
LO: To recognize the IUPAC system, the physical properties and chemical reactions of alcohols and phenols.				
35			Nomenclature & Structure of Carbonyl group	
36			Synthesis of Aldehyde & Ketones	
37			Synthesis of Aldehydes from Acyl Chloride	
38			Synthesis of Aldehydes & Ketones from 1,3 dithianes	
39			Synthesis of Ketones from Nitriles & Carboxylic Acid	
40			Nucleophilic Addition-Aldol Reaction	
41			Nucleophilic Addition-Perkin & Knoevenagel Reaction	
42			Condensation with Ammonia & its derivatives	
43			Wittig & Mannich Reaction	
44			Oxidation of Aldehyde	
45			Baeyer Villiger Oxidation of Aldehyde	
46			Cannizzaro Reaction MPV	
47			Clemmensen's Wolff Kishner Reduction	
48			Reduction Reactions	
49			Halogenation	
50			Introduction to alpha, Beta unsaturated Aldehyde & Ketones	
CO: 1 & 3				
LO: Learns the importance of chemical reactions of and their mechanism of aldehydes and ketones.				
51	4	Carboxylic Acid	Nomenclature, Structure, Bonding physical Properties	B.N.2

52			Acidic Nature	
53			Effects of substituent on Acid strength	B.N.2
54			Preparation of Carboxylic Hell Volhard Zelinsky Reaction	
55			Synthesis of acid chloride ,esters, amides	
56			Reduction of carboxylic acids, mechanism of decarboxylation	B.N.6
57			Methods of formation & Chemical reaction of Halo acids, Hydroxyl Acids	
58			Methods of formation & Chemical reaction of Maleic, Tartaric & Citric acid	
59			Methods of formation & Chemical reaction of dicarboxylic acids	
60			Methods of formation & Chemical reaction of unsaturated monocarboxylic acids	
61		Ether	Nomenclature of Ethers & Methods of their formation , Physical & Chemical Properties	
62			Autooxidation , Ziesels Methods	

CO: 1,2

LO: Recognise the general structure, mechanism, relative reactivity of carboxylic acid and ether with their derivatives.

63	5	Organic Compounds of Nitrogen	Preparation of Nitroalkanes & Nitro Arenes	B.N.1
64			Chemicals Reactions & Mechanisms	
65			Chemicals Reactions & Mechanisms	
66			Halonitroarenes : Reactivity , structure, Nomenclature of Amines	
67			Physical Properties : Stereochemistry of Amiones	
68			Separation of Primary, Secondary & Tertiary Amines	
69			Basicity of Amines	
70			Phase Transfer Catalyst	
71			Preparation of Alkyl & Aryl Amines	
72			Amination of Aldehydic & Ketonic compounds	

73			Gabriel phthalamde Reaction and other name reactions	
74			Reactions of Amines	
75			Electrophillic Aromatic Substitution in Amines	
76			Synthetic transformation of Aryl Diazonoium salts Azocoupling	
77		Practical	Functional group analysis of organic compounds and preparation of derivatives	
78			Functional group analysis of organic compounds and preparation of derivatives	
79			Functional group analysis of organic compounds and preparation of derivatives	
80			TLC and Paper Chromatography of green leaf pigments	
81			TLC and Paper Chromatography of dyes	
CO: 4				
LO: Study of preparation and properties of organic compounds containing nitrogen compounds and its derivatives and various name reactions,				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Advanced organic chemistry, P.S. Kalsi
2. Organic Spectroscopy, Y.R. Sharma
3. Unified Chemistry M.M. N. Tandon
4. Stereochemistry of organic compounds, D.Nasipuri, New age International
5. Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic & Professional.
- 6.. Reaction mechanism in organic chemistry, S.M. Mukherji and S.p.singh, Macmillan.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Organic chemistry			
B.Sc. II year			
Goal: Students will develop the ability to prepare and analyze organic compounds. The course will teach the concept of UV-Vis IR, and interpretation of structure of organic compounds. The Structural elucidation of compounds will be explained. The reaction mechanism of name reactions will be explained.			
Objective: The objective of this course is to acquaint the students with the fundamental Aspects, physical, Chemical properties and name reactions of Alcohols, Phenols, Carboxylic Acids, Ethers, Aldehydes & Ketones, and amines. and gain basic idea about spectroscopic tools.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Introduction -UV-Visible spectroscopy, Absorption laws, Molar absorptivity, Selection rules, intensity and position of IR bands, UV spectra of conjugated dienes and derivatives	Baeyer Villiger Oxidation of Aldehyde, Phase Transfer Catalyst, Synthesis of acid chloride, esters, amides	Halonitroarenes : Reactivity, structure, Nomenclature of Amines, Autooxidation, Ziesels Methods	Gabriel phthalimide Reaction and other name reactions, Physical Properties : Stereochemistry of Amines

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 5
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Chemistry**Session: Jul-Dec****Class: B.Sc. V Semester (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with concepts of important organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 85 marks will have three sections A, B and C. Section A worth 2.5 marks will have 5 multiple choices questions. Section B carrying 7.5 marks will contain five optional short answer type questions each of 2.5 marks. The Section C carrying 18 marks will contain 5 optional long answer questions three questions of 4 marks each and two questions of 3 three marks .Practical examination contains 50 marks.

III: Course Outcomes (CO):

- CO1 Understand preparation and properties of different types of organic compounds
- CO2 Understand effect of interaction of radiations in reaction and components.
- CO3 Understand effect concepts of Bioinorganic chemistry & Analytical Chemistry
- CO4 Understand effect concept of Acid-Base and Inorganic Chemistry

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3				
CO 2	3	2	2	2	2	2		
CO 3	2	2		1	3	3		
CO 4	2			2	2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1.	1	Organic Compounds of Nitrogen	Introduction, IUPAC Nomenclature and Classification	B.No. 2 &3
2.			Preparation of Nitroalkanes and Nitroarenes	
3.			Chemical & Physical Properties of Nitroalkanes and Nitroarenes	
4.			Halonitroarenes Nomenclature, structure and activity	
5.			Introduction, IUPAC Nomenclature and Classification of amines	
6.			Chemical & Physical Properties of amines	
7.			Structural features and separation of different types of amine	
8.			Amine as phase transfer catalyst	
9.			Name Reactions of Amines	
CO 1, 3				
LO : Study of preparation and properties of organic compound containing Nitrogen and its Derivatives and various name reaction.				
10.	2	Carbohydrates	Classification and nomenclature of carbohydrates	B.No. 2 &5
11.			Mechanism of osazone formation	
12.			Chain lengthening and chain shortening of aldose	
13.			Configuration of monosaccharide	
14.			Formation of glycosides, ethers and esters	
15.			Ring size of monosaccharide, cyclic glucose and mutarotation	
16.			Structure of ribose and deoxyribose	
17.			Glycosidic linkages in di and poly saccharides	
18.			Reducing and Non reducing sugars	
CO 1,3				
LO Able to understand the classification, nomenclature, reactions and properties of Carbohydrates.				
19.	3	Photochemistry	Electromagnetic radiation and range of different spectrum	B.No. 18
20.			Radiation and Energy, wavelength frequency	

21.		UV Spectroscopy	Interaction of radiation with matter	
22.			Difference between thermal and photochemical process	
23.			Laws of photochemistry and Jablonski Diagram	
24.			Electronic Excitation in organic molecule	
25.			Instrumentation of UV Spectroscopy	
26.			Woodward Fischer Rule for determining lamda max of different compounds	
27.				
CO 2				
LO Understanding of different aspects of Photochemistry and principle, instrumentation and application of UV in Structure elucidation.				
28.	4	Bioinorganic Chemistry	Essential and trace elements in Biological Process	B.No. 14
29.			Introduction and role of metalloporphyrins, haemoglobin and myoglobin	
30.				
31.				
32.			Biological role of alkali and alkaline earth metals	
33.			Role of metal in Biological process	
34.				
35.					Nitrogen fixation
36.			Oxygen uptake proteins, cytochrome and ferredoxins.	
CO 3				
LO Understanding of functions and importance of different bio-inorganic compounds and important biological process.				
37.	5	Hard and Soft Acid and bases	Classification and acids and bases as soft and hard	B.No. 13 &14
38.			Pearson HSAB concept	
39.			Application of HSAB concept , Symbiosis	
40.		Analytical Chemistry	Introduction, classification and minimization of Errors	
41.			Precision and accuracy	
42.			Gravimetric Estimation of Barium and Copper	
43.		Inorganic Polymers	Introduction, characteristics classification and application of inorganic polymers	
44.			Structure and nature of bonding in Silicones and triphosphonitrilic chlorides.	
45.				
46.		Practical	Analysis of inorganic mixture containing five radicals	
47.	Analysis of inorganic mixture containing five			

		radicals
48.		Analysis of inorganic mixture containing five radicals
49.		Barium as barium sulphate
50.		Acetylation
51.		Benzoylation
52.		meta-Dinitrobenzene
53.		Picric acid
CO 4		
LO Able to understand the basic concepts of HSAB principle, different aspects of analytical chemistry and Inorganic polymers.		

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. verma CBS publications
2. Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold, Cornell University
5. Organic chemistry, R.T. Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction. H.O. House, Benjamin
7. Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic & Professional.
8. Reaction mechanism in organic chemistry, S.M. Mukherji and S.p.singh, Macmillan.
- 9 Pericyclic Reactions S.M. Mukherji, Macmillan. India.
- 10 Stereochemistry of organic compounds, D. Nasipuri, New age International
11. Stereochemistry of organic compounds, P.s. Kalsi, of organic compounds
- 12 A guide Book to mechanism in organic chemistry, Peter Sykes, Longman
- 13 Inorganic chemistry- J D Lee john wiley
- 14 Inorganic chemistry- Cotton and wilkison, john wiley
15. Inorganic chemistry- Huheey, Harper Collins pub. USA
16. Physical chemistry R.A. Alberty, Wiley Eastern ltd.
17. Physical chemistry puri Sharma and pathanis vikas publications new delhi
18. molecular spectroscopy sukumar, MJP publisher
19. The elements of physical chemistry A.T Atkins oxford university
- 20 Unified chemistry M.M. Tandon
21. Advanced organic chemistry .L. Finar ELBs

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Chemistry			
B.Sc. V Semester			
Goal : Students will broaden and deeper their understanding of theories concepts and models to enhance their success as scientist and educators. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions.			
Objective: The objective of this course is to acquaint the students with concepts of important organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of organic compounds of nitrogen, carbohydrates, Spectroscopy, Photochemical reactions, Bioinorganic chemistry, Acid and Bases, Analytical Chemistry and Inorganic polymers.	% Students having the basic concept of organic compounds of nitrogen, carbohydrates, Acid and Bases, Analytical Chemistry and Inorganic polymers.	% Students having understanding about basic principles of chemistry.	% Students Need More Efforts for understanding basic principles of chemistry.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INDORE
DEPARTMENT OF CHEMISTRY

Lesson Plan

Subject: Chemistry**Session: Jan-Jun****Class: B.Sc – VI Semester (Chemistry, Biotechnology, Life Science)**

I: Objective of course: The objective of this course is to acquaint the students with concepts of important biomolecules, organometallic compounds,, transition metal complexes, advance spectroscopical techniques, adsorption, catalysis and water analysis.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 marks will have three sections A, B and C. Section A worth 15 marks will have 15 multiple choices questions. Section B carrying 20 marks will contain five optional short answer type questions each of 04 marks. The Section C carrying 50 marks will contain 5 optional long answer questions of 10 marks each.

III: Course Outcomes (CO):

- CO1 Understanding of structure, properties and importance of Bio molecules
- CO2 Able to elucidate structure of a compound using spectroscopic data
- CO3 Understanding of different properties of transition metal complexes
- CO4 Able to understand concept of organo metallic compounds

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2			3	3		
CO 2			2	3	3	2		
CO 3	3	2			3			
CO 4	1					2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Amino Acid Nucleic Acid and Elementary ideas of Fats, Oils and detergents	Classification, structure and stereochemistry of amino acid.	B.N.20
2			General method of preparation and properties of amino acid, acid base behavior and isoelectric point.	
3			Introduction to peptide linkage and group analysis and classification	
4			Properties and structure of proteins (primary, secondary and tertiary)	
5			Introduction and constituents of nucleic acids	
6			Ribo nucleoside and ribonucleotide in details.	
7			Double helix structure(DNA)	
8			Introduction to natural oil, edible and industrial oils of vegetable origin.	
9			Common fatty acids and glycerides	
10			Hydrogenation of unsaturated oil,Saponification value	
11			Iodine value and acid value	
CO: 1				
Lo : Able to understand classification, structure and properties of Amino Acids, Proteins, Nucleic Acids, Fat, oil and detergents.				
1	2	Organometallic Chemistry and Organometallic Compound	Synthesis, structure and bonding in metal carbonyl complexes.	B.N.13
3			Metal olefins complex sand metal alkynes complexes	
4			Oxidative addition reactions and its application.	
5			Organomagnesium compound --method of preparation and structure and its application	
6			Organolithium compound --method of preparation and structure and its application	

7.			Grinard Reagents--method of preparation and structure and its application	
CO :3, 4				
LO ; Able to understand synthesis, structure, properties and bonding of different organometallic compounds.				
1	3	<ul style="list-style-type: none">Properties of transition metal complexes.Electronic Spectra of transition metal complexesWater analysis	Magnetic Moment(spin only and with L-S coupling)	B.N.13
2			Orbital contribution magnetic moment.	
3			Spectroscopic ground state and excited states	
4			Types of electronic transitions, selection rule for d-d transitions.	
5			Orgel energy diagram for d ¹ to d ⁹ states	
6			Orgel energy diagram for d ¹ to d ⁹ states	
7			Hardness of water, Type of hardness	
8			Acidity and alkanity, BOD (biological oxygen demand)	
9			COD(chemical oxygen demand) and DO (dissolved oxygen)	
CO: 2				
LO: Able to understand magnetic properties and Electronic spectra of Transition Metal Complex, including water analysis techniques.				
1	4	Infrared spectroscopy and Raman Spectroscopy	Statement of the Born-oppenheimer approximation	B.N.18
2			Rotational spectrum of diatomic molecules	
3			Energy levels of rigid rotor, section rule and intensity of absorption bands.	
4			Maxwell-boltzmann distribution and population of energy levels	
5			Energy levels of simple harmonic oscillators, Selection rules.	
6			Pure vibrational spectrum, intensity and qualitative relation of force constant	
7			Bond energies and degree of freedom	
8			Modes of vibration, vibrational frequencies of different functional groups.	

9			Concept of polarizability in detail	
10			Pure rotational and pure vibrational spectra of diatomic molecule.	
11			Selection rule of roman spectra and its application.	
CO: 1,2				
LO: Able to understand principle and application of IR and Raman Spectroscopy.				
1	5	NMR spectroscopy and Surface phenomenon and catalysis	Principle and instrumentation of NMR active molecules	B.N.18
2			Chemical Shift	
3			Spin- spin coupling	
4			Spectrum of ethanol and ethanal	
5			Adsorption of gases and liquid on solid adsorbent.	
6			Freundlich and Langmuir adsorption isotherm	
7			Determination of surface area	
8			Characteristics and mechanism of heterogeneous catalysis	
9		Practical	Binary mixture analysis containing two solids: Separation, identification and preparation of derivatives.	
10			Study of Job’s Method	
11			Mole-ratio method	
12			Effluent Analysis	
13			Water analysis	
14			Determination of Hardness of Water	
CO: 2				
LO: Able to understand principle and application of IR and Raman Spectroscopy.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Analytical chemistry R.M. verma CBS publications
2. Advance Organic chemistry, F.A Carey and R.J sunder, plenum
3. Advance Organic chemistry reaction, Mechanism and structure, Jerry march, John wiley
4. Structure and Mechanism in organic chemistry, C.K.Ingold,Cornell University
5. Organic chemistry,R.T.Morrison and R.N. Boyd, Prentice Hall
6. Modern organic reaction.H.O.House,Benjamin
- 7.Principle of organic Synthesis, R.O.C Norman And J.M COxon, Blackie Academic &Professional.
8. Reaction mechanism in organic chemistry,S.M.Mukherji and S.p.singh, Macmillan.
- 9 Pericyclic Reactions S.M.Mukherji ,Macmillan. India.
- 10Stereochemistry of organic compounds, D.Nasipuri,New age International
11. Stereochemistry of organic compounds, P.s.Kalsi, of organic compounds
- 12 A guide Book to mechanism in organic chemistry, Peter Sykes,Longman
- 13 Inorganic chemistry-J D Lee john wiley
- 14 Inorganic chemistry-Cotton and wilkison ,john willey
15. Inorganic chemistry- Huheey, Harper Collins pub.USA
16. Physical chemistry R.A.Alberty, Wiley Eastern ltd.
17. Physical chemistry puri Sharma and pathanis vikas publications new delhi
18. molecular spectroscopy sukumar,MJP publisher
19. The elements of physical chemistry A.T Atkins oxford university
- 20 Unified chemistry M.M. Tandon
- 21.Advanced organic chemistry .L.Finar ELBs

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Chemistry

B.Sc. VI Sem

Goal : Students will broaden and deeper their understanding of theories concepts and models to enhance their success as scientist and educators. Student will also have the ability to produce analyze and interpret meaningful chemical data and draw sound conclusions.

Objective: The objective of this course is to acquaint the students with concepts of important biomolecules, organometallic compounds,, transition metal complexes, advance spectroscopic techniques, adsorption, catalysis and water analysis.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Amino Acids, Nucleic Acids, Organmetallic Compounds, transition metals complexes. spectroscopy,	% Students having the basic concept of Amino Acids, Organmetallic Compounds, transition metals complexes. spectroscopy,	% Students having understanding about basic principles of chemistry.	% Students Need More Efforts for understanding basic principles of chemistry.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Question & Answer Session Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

- **Program Outcome for the M.Sc. (Physics) Degree**

1. Develop human resources with specialization in theoretical and experimental techniques for their career growth in industry and academia.
2. Understanding the nature in its classical and quantum domain.
3. Develop the concepts in solid state physics and applying in material science research.
4. Skill for extensive use of mathematical techniques in the understanding of concepts in Nuclear Physics, Electrodynamics, Plasma. Laser, Microcontroller and Microprocessor & their use in the related technologies.
5. Extensive skill development in designing and fabrication of electronic kits & design of innovative laboratory experiments.
6. Develop software skills like assembly language, PCB designing, computer programming and origin.
7. Develop aptitude for research and continuous learning process to adopt the changing environment and social requirements.
8. Inculcate the logical reasoning ability and leadership quality & imbibe the moral, social and ethical values to practice high standards in professional life.

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Condense Matter Physics****Session: Jul-Dec****Class: M.Sc.(Physics) - III Sem**

I: Objective of course: The objective of this course is to acquaint the students with the basic concept of solid state Physics, different crystal structures, reciprocal lattice, elastic constants, lattice vibrations and

II: Examination: faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

- CO1 Bravais lattice and crystal structure.
- CO2 Crystal diffraction of X-Ray.
- CO3 Elastic properties of solids, lattice vibrations and phonons.
- CO4 Thermal properties and band theory of solids.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		3	3	2		2	
CO 2	2		3			2		
CO 3		2	3	3	3	1		
CO 4		1	3	2			3	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1			Introduction to crystal structure	B.N. 1, B.N. 4
2			Bravais lattice	B.N.- 4
3			Bravais lattice in 2D and 3D	B.N.4,B. N.10
4			Simple crystal structure	B.N. 4

5	I	Crystal Structure	Hexagonal close packed structure	B.N. 4
6			Diamond structure	B.N. 4
7			zinc blende structure,	B.N. 4
8			chloride structure,	B.N. 4
9			Cesium chloride structure.	B.N. 4
CO:1				
LO: Basic concepts of unit cell, lattice, simple, face center and body centered crystal structure.				
1	II	Crystal diffraction by X-Ray	Reciprocal lattice..	B.N. 4 & 9
2			Reciprocal lattice of bcc	B.N. 4
3			Reciprocal lattice of FCC	B.N. 4
4			Relation between crystal lattice axes and crystal reciprocal lattice axes	B.N. 4
5			Bragg diffraction	B.N. 9 &10
6			Bragg diffraction	B.N. 9 &10
7			Condition in term of reciprocal lattice vector.	B.N. 9 &10
8			Brillouin zones.	B.N. 9 &10
9			Related numerical	B.N. 9 &10
CO:2				
LO 2: Reciprocal lattice, Bragg’s diffraction and its condition in reciprocal lattice vector.				
1	III	Elastic properties of solids	Basic concept of Stress and strain	B.N. 9
2			Stress and strain components	B.N. 9
3			elastic compliance and stiffness constants	B.N. 9
4			elastic energy density	B.N. 9
5			reduction of number of elastic constants	B.N. 9
6			elastic stiffness constants for isotropic body,	B.N. 9
7			elastic constant for cubic isotropic bodies	B.N. 9
8			elastic waves, waves in (100) direction	B.N. 9
9			Experimental determination of elastic constants.	B.N. 9
CO3				
LO3: Tenser quantities like stress and strain, elastic constants and elastic waves.				
1	IV	Lattice vibration	Basics of lattice vibrations	B.N. 4 & 9
2			Lattice dynamic of a mono atomic liner lattice	B.N. 4
3			Lattice dynamic of a diatomic liner lattice	B.N. 4
4			Lattice vibrational spectrum.	B.N. 4
5			The concept of phonons	B.N. 9 &10

		and phonons	momentum of phonons	
6			Elastic & Inelastic scattering	B.N. 9 & 10
7			Inelastic scattering of photons by phonons	B.N. 9 & 10
8			Inelastic scattering of neutrons by phonons.	B.N. 9 & 10
9			Inelastic Inelastic scattering of X-Ray	B.N. 9 & 10
CO4				
LO4:Lattice vibrational spectra and inelastic scattering by phonons.				
1			Anharmonicity & classification of solids	B. N. 9 & 10
2			thermal expansion	B. N. 9 & 10
3			thermal conductivity	B. N. 9 & 10
4			equation of state of solids	B. N. 9 & 10
5			Gruneisen constant	B. N. 9 & 10
6			Band theory & cyclotron	B. N. 9 & 10
7			Concepts of effective mass.	B. N. 9 & 10
8			Fermi surfaces, anomalous skin effect,	B. N. 9
9			De Hass van alphen effect, resonance, magneto resistance.	B.N. 9
CO5				
LO5: Concepts of effective mass, Fermi surface and thermal properties of solids.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Verma and Srivastava: Crystallography for solid state physics.
2. Azaroff: Elementary to Solids.
3. Omar: Introduction Solids State Physics.
4. Kittle: Solids State physics.
5. Huang: theoretical solids state physics.
6. Weertman and weertman: Elementary dislocation theory.
7. Buerger: Crystal structure Physics.
8. Made lung: Introduction to solids state Physics.
9. S. L. Kakani: Solid State Physics
10. S. O. Pillai: Solid State Physics

VII. Notes

1. There will be individual assignment and viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Condense Matter Physics -I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of condense matter physics			
Objective:. The objective of this course is to acquaint the students with the basic concept of solid state Physics, different crystal structures, reciprocal lattice, elastic constants, lattice vibrations and Anharmonicity.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to understand the crystal structure	Students develop the ability understand the different Crystals and their properties	Students develop the ability understand the theory of stress, strain , phonons and thermal conductivity.	% Students Need More Effort to understand reciprocal lattice, lattice vibrations.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Condense Matter Physics-II****Session: Jul-Dec****Class: M.Sc.(Physics) - IV Sem**

I: Objective of course: The objective of this course is to acquaint the students with the basic concept of superconductivity, magnetism, imperfection in crystals, thin film and nanotechnology.

II: Examination: faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

CO1 Concept of superconductivity and BCS theory.

CO2 Study of magnetic material and spin waves.

CO3 Defects in crystal structures.

CO4 Understanding of thin films and nano materials.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			3			1	2	
CO 2	2	1	3	3	3			
CO 3		3	3		2	3		
CO 4		3	3	2		2	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Superconductivity	Concept of super conducting state	B.N.8 & 9
2			persistent current, critical temperature	B.N.8 & 9
3			messiner effect	B.N.8 & 9
4			thermodynamics of the super conducting transiting	B.N.8 & 9
5			London equation and penetration depth, coherence length,	B.N.8 & 9
6			B.C.S. theory of superconductivity	B.N.8 & 9
7			Type I and Type II superconductors	B.N.8 & 9
8			AC and DC Josephson effects	B.N.8 & 9
9			Josephson Tunneling	B. N.1 & 9
CO:1				
LO1: Basic concepts of super conductivity B.C.S theory and AC and DC tunneling.				
1	II	Magnetism	Basics of magnetism	B. N.1& 3
2			Weiss theory of ferromagnetic	B. N.1& 3
3			Heisenberg model and molecular field theory	B. N.1& 3
4			Domain and wall energy	B. N.1& 3
5			Spin waves mangnons	B. N.1& 3
6			Curie weiss law for susceptibility,	B. N.1& 3
7			Types of magnetic materials	B. N. 1 & 8
8			Ferri and ferromagnetic.	B. N.1& 3
9			Related tutorial	B. N.1& 3
CO:2				
LO2 : Detail study of ferromagnetic material and spin waves.				
1	III	Imperfection in Crystals	Imperfection in atomic packing & point defects	B. N. 7 & 8
2			Interstitial Schottky defects	B. N. 7 & 8
3			frenkel defects, lattice vacancies	B. N. 7 & 8
4			colour centres, F centres, F' centres,	B. N. 7 & 8
5			coagulation of F centres, production of colour centres and V centres	B. N. 7 & 8
6			explanation of experimental facts, line defects, edge and screw dislocation	B. N. 7 & 8
7			mechanism of plastic deformation in solids, stress and strain fields of screw and edge dislocation,	B. N. 7 & 8
8			elastic energy of dislocation, slip	B. N. 7 & 8

			and plastic deformation, shear strength of single crystal	
9			burgers vector stress fields around dislocation	B. N. 7 & 8
CO3				
LO3: Different defects in crystal slip and plastic deformation				
1	IV	Thin films	Study of surface topography by multiple beam interferometer	B.N. 2 & 4
2			conditions for accurate determination of step height and film thickness (Fizeau fringes)	B.N. 2 & 4
3			Electrical conductivity of thin films	B. N. 5 & 6
4			Hall- coefficient quantum size effect in thin film	B. N. 5 & 6
5			Preparation of thin film	B. N. 6
6			Synthesis by different physical vapour deposition system.	B. N. 6
7			Different deposition techniques	B. N. 6
8			Chemical method.	B. N. 6
9			Discussion	
CO4				
LO 4 : Synthesis and properties of thin films.				
1	V	Nanostructures	Definition and properties of nano structured material	B. N. 10
2			different method of preparation and characterization of nano materials,	B. N. 10
3			plasma enhanced chemical vapour deposition	B. N. 10
4			electro deposition	B. N. 10
5			Structure of single wall carbon nano tubes	B. N. 10
6			classification, chiral vector C_n , Translational vector T , Symmetry vector R	B. N. 10
7			Unit Cell, Brillouin Zone	B. N. 10
8			Electronic, mechanical, thermal properties.	B. N. 10
9			Phonon properties	B. N. 10
CO5				
LO5: Synthesis of nano structured material and carbon nano tubes.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kittel: Solid State Physics
2. Tolansky: Multiple Beam Interferometer.
3. Huang: Theoretical Solid State Physics
4. Heavens: Thin films
5. Thomas: Multiple Electron microscopy
6. Chopra: Physics of thin films.
7. Weertmon and weertman: Elementary Dislocation theory.
8. S. O. Pillai :Solid State Physics
9. S. L. Kakani: Solid State Physics
- 10 . Nanostructures & Nanomaterials

VII. Notes

1. There will be individual assignment and viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Quantum Mechanics-I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of solid state physics			
Objective: The objective of this course is to acquaint the students with the basic concept of superconductivity, magnetism, imperfection in crystals, thin film and nanotechnology.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to understand the principles of solid state physics.	Students develop the ability understand the different phenomenon of physics in day to day life	Students develop the ability understand the simple theories	% Students Need More Effort to understand the theory of thin film & nanotechnology.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

IPS ACADEMY, DEPARTMENT OF PHYSICS, INDORE**Lesson Plan****Subject: Mathematical Physics****Session: Aug-Dec****Class: M.Sc. (Physics) I semester**

I: Objective of course: The objective of this course is to acquaint the students with the basic concepts of special function, transforms Green function and complex variables

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will have total 5 optional questions. Each question carries 17 marks.

III: Course Outcomes (CO):

- CO1 To developed skills of special function and orthogonal curvilinear coordinate system.
- CO2 To inculcate basics of Fourier and Laplace transformation with application to solve differential equations.
- CO3 To inculcate basics of Greens function and its application to solve non-homogeneous equations.
- CO4 To developed concepts of Complex variables with emphasis on evacuation integrals using residue theorem

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		1	3		1	
CO 2	3	1		2	1		2	
CO 3	1	2		3			1	
CO 4		2	1			1		

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	SECOND	Integral transforms,	Integral transforms, theory of Fourier transform	B.R.1
2			Sine,cosine Fourier transform and fourier transforms of derivative	B.R.1
3			Convolution theorem, discussion on its use in modern communication theory	B.R.1
4			Some problems on Fourier transform	B.R.1
5			3-dimensional Fourier transform, discussion on relationship between coordinates and momentum space	B.R.1
6			Persrel relation, Fourier transform of Gaussian function and step function	B.R.1
7			Solution of damped harmonic oscillator using Fourier transform Laplace transform and L.T. of some simple function.	B.R.1
8			Inverse L.T. inverse L.T. table problem of L.T. partial fraction method	B.R.1
9			Solution of Harmonic oscillator and damped H.O. equations of motion using L.T.	B.R.1
10			Complex numbers, complex variables and complex function, real and imaginary parts	B.R.1
11			Vector representation of complex quantities, principal value, analytical function, Cauchy-reiman condition	B.R.1
CO1				
LO1 Special function with emphasis on Legendre, Bessel, Hermite, Laguerre and their properties, also about orthogonal curve, linear coordinates and related problems.				
12	FIRST	Differential Equation	Series solution, method for solving 2 nd order differential equation solution of Bessel's equation	B.R.2
13			Bessel's function of fires and second kind orthogonality properties and normalization.	B.R.2
14			Generating function of Bessel's function and recurrence relation.	B.R.2
15			Series solution of Legendre equation Legendre polynomial, orthonormalization	B.R.2

16	FIRST	Differential Equation	Generating function and recursion relation of Legendre and Associate Legendre polynomials	B.R.2
17			Series solution of Hermite equation Hermite polynomial, orthogonal and normalization of hermite polynomial	B.R.2
18			Generating function hermite polynomial and recursion relation	B.R.2
19			Series solution of laguere equation and Laguerre polynomial	B.R.2
20			Normalization and orthogonality of Laguerre polynomial	B.R.2
21			Generating function and recursion relation of laguerre polynomials	B.R.2
22			Curvilinear coordinate system and special cases of Cartesian cylindrical and spherical coordinate	B.R.2
22			Some problem on curvilinear coordinate system	B.R.2
CO2				
LO2 Fourier and Laplace transform and their application in physical problems and communication systems. To solve of differential equation using Fourier and Laplace transformation and of damped harmonic oscillator problem.				
17	THIRD	Green's Theorem	Non-homogeneous boundary value problems and green's function for one dimension problems	B.R.3
18			Eigen function expansion of Green's function and fourier transform method	B.R.3
19			Green function method for quantum mechanical scattering problem	B.R.3
20			Green function method for electrostatic boundary value problems	B.R.3
21			solution of Poisson's equation	B.R.3
CO3				
LO3 Complex variable theory with the knowledge of solving integrals and related topics especially using residue theorem. Taylor and Laurent expansion and mapping				
28	FOURTH	Complex	Simply connected region, Multi connected region and Some Problem on analytic funtion	B.R.4
29			Cauchy integral theorem, Cauchy integral formula some problems	B.R.2
30			Series expansion of complex function Taylor series some problem	B.R.2

31	FOURTH	Complex Variable	Laurent's expansion	B.R.2
32			Problems on Cauchy integral formula	B.R.2
33			Problems on Taylor and Laurent series	B.R.2
34			Singularities and their classification some examples of poles and branch point	B.R.2
35			Some problem of determine singularities and region of convergence	B.R.2
36			residues, calculation of residues, residues theorem	B.R.2
37			special type of definite solution using residue theorem	B.R.2
38			Solution of $I = \int_0^{2\pi} F(\cos \theta, \sin \theta) d\theta$ and solve problems	B.R.2
39			Solution of $I = \int_{-\infty}^{\infty} \{\cos mx \sin mx\} f(x)dx$ and related problems	B.R.2
CO4				
L04	Solving nonhomogeneous and Integral equation using green's function with applicationin quantum scattering theory and electrodynamics.			

VI: Book References:

1. Introduction of mathematical physics: Harper ; prentices hall of India
2. Mathematical method for physicist 5 th edition: Arfken and Weber; academic fren
3. Complex variable: Murray and Spiegel; Scharin son's
4. Mathematical physics by Suresh Chandra

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Paper I (Mathematical Physics)			
M.Sc. (Physics) I sem			
Goal : Students develop the ability to understand the concepts of Mathematical Physics which is a building block for other branches of Physics to solve numerical problems			
Objective: The objective of this course is to acquaint the students with the basic concepts of special function, transforms Green function and complex variables.			
14,15 Marks	9-13 Marks	5-8 Marks	0-4 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of special function, transforms Green function and complex variables along with their problems	% Students having the basic concept of special function, transforms Green function and complex variables	% Students having understanding about special function, transforms Green function	% Students Need More Effort to understand the related topics

IX: Scheme of internal marks

Presentation /Viva	Assignment	Class Test	Total 150	Final Internal Marks Out of 15
50 marks	50 marks	50 marks		

Lesson Plan

Subject: Quantum Mechanics - II

Session Jan-June

Class: M.Sc. – II sem

I: Objective of course: The objective of this course is to accustom the students with the fundamentals of different approximation methods, scattering theory and relativistic quantum theory.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

After the completion of the course students will have knowledge of

CO1 Approximation method for bound states and WKB approximation.

CO2 Time dependent perturbation theory and its application to interaction of charged particle using EM field.

CO3. Quantum theory of scattering and related approximation on method.

CO4. Relativistic Klein Gordon and Dirac equations and application to H_2 atom.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2		2		2	2
CO 2	3	3	2		2		2	2
CO 3	3	3	2		2		2	2
CO 4	3	3	2		2		2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1.	Approximation method for bound states	Revision of Quantum mechanics of sem I and introduction of different approximation methods	B.No.1, 4
2			Time independent Perturbation theory of non-degenerate levels	
3			Application to perturbation of Anharmonic Oscillator	
4			Application to normal helium atom	
5			Application to quadratic stark effect in hydrogen	
6			Time independent Perturbation theory of degenerate levels	
7			Application to linear stark effect in hydrogen	
8			Variation method	
9			Application to ground state helium atom	
10			W K B Approximation method	
11			Continued- W K B Approximation method	
12			Connection formulae	
13			Potential barrier with applications to theory of alpha decay.	
CO1				
LO1. LO1: Time independent perturbation theory for degenerate and non-degenerate case with its applications to anharmonic oscillator, helium atom and H_2 atom and detail study of WKB approximation				
14	2	Time dependent perturbation theory	Time dependent Perturbation theory of non-degenerate levels	B.No.1, 4
15			Transition probability for constant perturbation	
16			Transition probability for harmonic perturbation	
17			Adiabatic approximation and Transition probability	
18			Sudden approximation and Transition probability	
19			Elementary theory of interaction of a quantum system with electromagnetic radiation	
20			Charged particle in electromagnetic field and transition probability	
21			Einstein's A and B coefficient and transition probability	
CO2				
LO2: Calculation of transition probabilities using time dependent perturbation theory, adiabatic and sudden approximation methods				
22	3	Scattering theory	Basic concepts of Scattering	B.No. 2, 3
23			Laboratory and center of mass system	
24			Scattering amplitude	

25			Partial waves analysis (Phase shift)	
26			Continued - Partial waves analysis	
27			Born Approximation	
28			Continued- Born Approximation	
29			Scattering by perfectly rigid sphere	
30			Scattering by complex potential	
31			scattering by spherically symmetric potential	
32			Identical particles with spin	
33			Pauli's spin matrices.	
CO3				
LO3: Scattering amplitude calculation by Partial wave analysis and Born approximation and its application to rigid sphere and complex potential.				
34		Relativistic Quantum Mechanics	Klein- Gordon equation	B.No.1, 3
35			Interpretation of Klein- Gordon equation - Probability density	
36			Continued - Current density, short comings of Klein-Gordon equation	
37			Charged particle in electromagnetic field and Klein-Gordon equation	
38			Klein- Gordon equation and Hydrogen atom,	
39			Dirac.s relativistic equation for a free particle	
40			Dirac's Matrices	
41			Solution of free particle Dirac Relativistic equation	
42			Negative energy states	
43			Dirac.s relativistic equation in electromagnetic field	
44			Interpretation for hydrogen atom	
45			Hyperfine splitting	
CO4				
LO4 Calculation of transition probabilities for relativistic Klien-Gorden and Dirac's equation and application to H_2 atom				

VI: Book References:

1. Quantum Mechanics, G.Aruldas, Prentice –Hall of India
2. A text book of Quantum Mechanics, P.M.Mathews and K.Venkatesan, Tata McGraw Hill
3. Quantum Mechanics- Theory and problems, S.L.Kakani and H.M.Chandalla
4. Quantum Mechanics, K.K.Chopra and G.C. Agarwal, Krishna Prakashan Media

VII: Notes:

1. There will be individual assignment, presentations/viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Quantum Mechanics-II			
M.Sc. II Sem			
Goal : Students develop the ability to solve quantum mechanical problems where Schrodinger equation is not applicable and learn to apply scattering theory and relativistic quantum mechanics in actual problems			
Objective: The objective of this course is to accustom the students with the fundamentals of different approximation methods, scattering theory and relativistic quantum theory.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to solve quantum mechanical problems	Students develop the ability understand the different approximation methods	Students develop the ability understand the simple theories	% Students Need More Effort to understand approximation methods, scattering theory and relativistic quantum theory

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Physics Department ,ISLE,IPS ACADEMY ,INDORE (MP)

Lesson Plan

Subject: Classical Mechanics

Session: Jul-Dec

Class: M.Sc - I Sem

I: Objective of course: The objective of this course is to acquaint the students with the basic concepts of Classical Mechanics. How Mechanics has developed in the process of understanding the motion of planets from the time of Newton and Galileo. Later understanding work motion and energy and formulation of Lagrangian and Hamilton.

II : Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory

III: Course Outcome(CO)

CO1 Mechanics and its span . Newton and Lagrange's mechanics.Hamilton's principle.

CO2 Coordinate transformation. Hamilton Jacobi Equation.Principle of Least Action

CO3 Small oscillations.Coriolis force.Inertia tensor.

CO4 Relativistic Mechnics..Invariance of the laws of Physics.

IV: PO-CO Mapping: High-3, Medium-2, Low-1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO 1	3	3	-	-	3	2	-	2
CO 2	3	3	-	-	3	-	-	2
CO 3	3	3	-	-	3	2	-	2
CO 4	-	3	-	-	3	-	-	2

V: Session Plan:

Lecture No	Unit No	Topic	Sub topic	Reference
1	1		How this branch of physics began. Placatory motion.Aristotle and Copernicus views.	B.No.1,2

2			Newton's laws of motion. Sequential development of three laws. And then their mathematical formulation	
3			Rigid body .Centre of mass.	
4			Isolated systems. Conservation of energy and linear momentum. Elastic and in elastic collision. Conservation of angular momentum	
5			Constraints and degrees of freedom. Minimum coordinates	
6			Holonomic , Nonholonomic Rheonomic ,scleronomous constraints .their examples.	
7	1	Principle of virtual work. D'Alembert's principle in generalized coordinates	2 nd law to virtual work and its logic D'Alembert's Principle. D'Alembert's Principle in generalized coordinates.	
8	1	The Lagrange's equation from D'Alembert's principle.	The Lagrangian function $L=T-V$ LHS of D'Alembert's equation changed to function	
9			RHS of D'Alembert's equation changed to function of T and hence derivation of Lagrange's equations	
10	1	Configuration space. Hamilton's principle ,deduction from D'Alembert's principle.	Difference between configuration space and phase space.Hamiltons principle and Hamiltons principle function	
11			Deriving Hamiltons principle from D'Alembert's Principle	
12	1	Generalized momenta and Lagrangian formulation of conservation theorem.	Concept of generalized momenta as conjugate of generalized coordinate Cyclic coordinate.conservations of linear momentum	
13			Conservation of angular momentum and energy	
14	1	Two body central force problem	Central force definition.changing L of two bodies from r_1, r_2 to r R system	

15		Reduction to the equivalent one body problem. The equation of motion and first integrals.	Reduced mass and relative motion .conservation of angular momentum and Kepler's second law.First integral	
16		The differential equation of the orbit.	Equation of the orbit ,The conic eccentricity. Circle and ellipse as a special case	
CO1				
LO1: Understanding motion and role of force.conservative and dissipative forces.Importance of energy in understanding motion.Degrees of freedom and minimum coordinates.Lagrange's equation replacing Newton's equations of motion.Equation of orbit.				
17	2	The equations of canonical transformation	Statement of Hamilton's canonical equations of motion. Advantage of shifting the origin. Canonical transformation	Book 2,3
18	2	generating function	Generating function of 1 st and 2 nd kind. Equations of canonical transformation.	
19	2	The Hamilton Jacobi equation.	To prove that the equation of motion takes a simple form as Hamilton Jacobi equation, if F_2 is the Hamilton's principle function	
20	2	Action angle variables.	Definition of action in mechanics. The method of action angle variables to deal with periodic motion and find the frequency without complete solution of the problem	
21	2	Poisson's bracket. simple algebraic properties of Poisson's.	Poisson's bracket definition. Algebraic properties of Poisson's bracket.	
22		The equation of motion in Poisson's bracket's notation.	Hamilton's canonical equations in Poisson bracket notation and fundamental Poisson bracket	
23		Poisson's theorem	Jacobi identity and Poisson's theorem	
24	2	Principle of least action.	δ & Δ variation Principle of least action and its proof	
25	2	The Kepler's problem. Inverse central	Defining Kepler's laws and solving them starting from Hamilton Jacobi equation	
26		force field.	Equation of the orbit	

27		Rutherford's scattering.	Expression for differential scattering cross section impact parameter	
28			α particles scattering from gold foil. Rutherford scattering formula and nuclear atom model	
CO2: Coordinate transformation. Hamilton Jacobi Equation. Principle of Least Action				
LO2: Hamilton Jacobi equation. Criteria for correct path, the Hamilton's Principle.. Planetary Motion.				
29	3	Theory of small oscillations. Equation of motion.	Simple harmonic motion. Stable equilibrium. Proof that small oscillation is a SHM.	Book 2 , 4
30	3	Application to coupled pendulum	Spring coupled masses. Normal modes and normal frequencies	
31			General motion	
32	3	Two simple pendulums coupled by a spring	Normal mode and normal frequencies. General motion	
33	3	linear bistable molecule.	Translation and two oscillatory modes Normal mode and normal frequencies. General motion	
34	3	general motion	General theory of small oscillations	
35	3	Rotating coordinate system. Acceleration in rotating frame. Coriolis force	Earth is a rotating frame ie accelerated frame Fictitious force. Centrifugal and Coriolis force	
36	3	it's terrestrial and astronomical applications.	Foucault's pendulum. Displacement of the body under free fall	
37	3	Elementary treatment of Eulerian coordinates and transformation matrices.	Changing orientation by three rotations .Transformation matrix Application in telescope	
38	3	Angular momentum , inertia tensor.	Moment of inertia about all axis passing through CG. Angular momentum , inertia tensor	
39	3	Euler's equations of	Effect of rotating frame on rotational motion . Euler's equations of motion	

		motion for a rigid body. Torque free motion for a rigid body.	for a rigid body. Torque free motion for a rigid body.	
CO:3 Small oscillations.Coriolis force.Inertia tensor.				
LO:3: Oscillatory motion in nature.Centrifugal and coriolis force.Inertia of rotational motion.				
40	4	Symmetries of space and time.	Lorentz transformation equations Rest mass and proper time. Definition 4-scalar and 4- vector	Book 2,3,4
41		Invariance under Galilean transformation. Covariant 4-dimensional formulation.	Displacement 4-vector.velocity Momentum .acceleration 4-vector and Lorentz invariants	
42	4	4-momentum and 4-force.	Momentum4-force.Force 4-momentum and 4-force.lorentzs invariants	
43	4	Relativistic mechanics. Covariant Lagrangian	Lagrangian and Hamiltonian will not be the same in relativistic mechanics. formulation of covariant lagrangian Formulation of covariant lagrangian	
44	4	covariant Hamiltonian	Formulation of covariant Hamiltonian	
45	4	examples	examples	
CO:4 Relativistic Mechnics..Invariance of the laws of Physics.				
LO:4 Nature of space and time when velocity approaches the velocity of light.Four space and its geometry.4-vectors and invariance of the laws of physics.				

Reference Books:

Classical Mechanics by

1:H Goldstein: Narosa publishingHouse New Delhi

2: J.C.Upadhyaya, 2nd edition ,Himalaya Publishing House

3:N.C.Rana and P.S.Jog,Tata Mcgraw Hill

4:R.G.Takwale and P.S Puranik, Tata Mcgraw Hill

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:Classical Mechanics			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of motion of bodies.			
Objective: The objective of this course is to accustom the students with the fundamentals of classical mechanics based on Newtonian, Lagrangian and Hamiltonian mechanics			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to solve numerical problems	Students develop the ability understand the difference between various approaches	Students develop the ability understand the simple theories.	% Students Need More Effort to understand and not only cram to pass the examination

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Lesson Plan

Subject: Laser and Non linear optics

Session July-Dec

Class: M.Sc. – I Sem

I: Objective of course: The objective of this course is to accustom the students with the fundamentals of Laser Physics which includes principal of laser, construction and working of different types of laser and their applications.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

After the completion of the course students will have knowledge of

1. Understanding of basic concept of laser mechanism.
2. Understanding of properties of laser beam and resonator.
3. Getting knowledge of types of laser and application of lasers.
4. Basic idea about non linear optics.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2	1			1	
CO 2	3	2		2				
CO 3	1	3						
CO 4	2	3						1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic Principles of Laser:	Introduction to Laser	B.N.2
2			spontaneous and stimulated emission	B.N.2
3			Einstein coefficients	B.N.2
4			Idea of light amplification	B.N.1
5			Maxwell's equations	
6			Population inversion	
7			laser pumping schemes for two and three level system	
8			threshold condition for laser oscillation	
9			Numerical	
CO: Understanding of basic concept of laser mechanism				
LO1: Population inversion and threshold condition for laser				
12	2	Properties of Laser Beams and Resonators	Temporal coherence	B.N.1
13			spatial coherence	B.N.2
14			directionality and monochromatic of laser beam	
15			resonators	
16			vibrational mode of resonators	
17			laser amplification	
18			open resonator	
CO: Understanding of properties of laser beam and resonator				
LO2 :Temporal coherence, special coherence, models of resonator and amplification process				
21	3	Types of Laser	Solid state lasers	B.N.2
22			Ruby Laser	B.N.2
23			Nd- Yag Laser	B.N.2
24			Semiconductor laser	
25			Gas laser i.e. Carbon dioxide Laser	

26			He- Ne Laser	
27			Basic idea about liquid laser	
28			Dye laser and chemical laser	
29			HCl and HF lasers	
CO3 : Getting knowledge of types of laser and application of lasers				
LO3 : Solid state laser, gas laser, dye laser, etc				
30			Holography and its principles	B.N.5
31			theory of holograms	B.N.5
32			reconstruction of image	B.N.5
33			characteristics Holographs	B.N.5
34			Application of lasers in chemistry and optics laser in Industry	B.N.5
35			laser belding	B.N.5
36			Holedrilling	B.N.5
CO4 : Basic idea about non linear optics				
LO4 : Holography, laser drilling, laser cutting and laser application in medicine.				
Second and third harmonic generation phase matching and optical mixing				

VI: Book References:

1. Laser- Syelto
2. Optical electronics- Yarive
3. Laser Spectra Scopy- Demtroder
4. Laser Spectroscopy and Instrumentation Demotroder
5. Non Linear Optics by B.B. Loud

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Quantum Mechanics-I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of laser physics			
Objective: The objective of this course is to accustom the students with the fundamentals of laser physics with its applications. Students will be able to understand concepts of non linear optics.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to solve problems based on threshold condition of laser	Students develop the ability understand the different types of laser	Students develop the ability understand the simple theories	% Students Need More Effort to understand harmonic generations in non linear optics

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Lesson Plan**Subject: Nuclear Physics****Session: Jul-Dec****Class: M.Sc. Physics III Sem**

I: Objective of course: The objective of this course is to make clear the students with the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator and different type of conservation laws in elementary particles.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 and exam scheme as per davv university.

III: Course Outcomes (CO):

- CO1 Understanding of the nuclear Interaction and nuclear reactions and elementary particles.
- CO2 Understanding of the working of different charged particle accelerations
- CO3 Be able to gain knowledge about various nuclear models and nuclear Quadra pole moment
- CO4 Acquire knowledge about nuclear decay processes and their outcomes. Have a wide understanding regarding beta and gamma decay.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2	3	2		1	
CO 2	3	1	3	3	1	2	2	1
CO 3	3	2	3		1	3		
CO 4	1	2	3	2		1	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1	1	Nuclear and Particle Physics	Nuclear forces	B. No.1&2
2			exchange and tensor forces	B. No.1&2
3			meson theory of nuclear forces	B. No.1&2
4			Low- energy n-p scattering	B. No.1&2
5			Spin dependence of n-p forces.	B. No.1&2
6			Direct and compound	B. No.1&2
7			nuclear reaction mechanism,	B. No.1&2
CO: 1				
LO: Understand the nuclear interactions, nuclear forces and their properties. And also understand the direct and compound nuclear reaction				
8	2	Accelerators of charged particles:	Study of cyclotron, phase stability	B. No.1-4
9			frequency modulated cyclotron	B. No.1-4
10			synchorocyclotron)	B. No.1-4
11			magnetic induction accelerator(Betatron)	B. No.1-4
12			Electron synchrotron and.	B. No.1-4
13			linear accelerator (Linac)	B. No.1-4
CO 2, CO3				
LO: Learn the principle; working and use of different type of charged particles accelerators such linear and cyclic accelerators with their phase stability				
14	3	Nuclear models	Liquid drop model	B. No.1-7
15			Bohr- wheeler’s theory of nuclear fission	B. No.1-7
16			shell model	B. No.1-7
17			spin orbit interaction, magic number	B. No.1-7
18			spin and angular momenta of nuclear ground state	B. No.1-7
19			nuclear quadrupole moment	B. No.1-7
CO2, CO3				

LO: Learn about the nuclear liquid drop models, Shell model. Also understand the Nuclear Spin and angular momentum

20	4	Nuclear decay and elementary particles	β Decay, general features of β ray spectrum,	B. No.1-7
21			Basic theory of Beta Decay	B. No.1-7
22			Fermi theory of β decay basics	B. No.1-7
23			Fermi theory of β decay	B. No.1-7
24			selection rules	B. No.1-7
25			parity in β decay	B. No.1-7
26			multipole radiation	B. No.1-7
27			internal conversion	B. No.1-7
28			nuclear isomerism	B. No.1-7

CO3,CO4

LO Learn about the decay process of nucleus. Study of Beta decay by Fermi Theory and selection rules for the beta decay.

29	5	Elementary particles	Different type of Interaction in elementary particles	B. No.1&2
30			Classification of elementary particles	B. No.1&2
31			fundamental interaction	B. No.1&2
32			parameters of elementary particles	B. No.1&2
33			Symmetry	B. No.1&2
34			conservation laws	B. No.1&2
35			symmetry schemes of elementary particles SU(3)	B. No.1&2
36			Some Doubts	B. No.1&2
37			Numerical regarding Nuclear size and shape	B. No.1&2

CO4

LO: Understand the classification of elementary particles and fundamental interactions, symmetry and conservation laws for elementary particles

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- B. No.1: Atomic and Nuclear physics: S.N.Ghoshal
- B. No.2: Nuclear and Particle Physics: D.C. Tayal
- B. No.3: Nuclear Physics: R.C. Sharma
- B. No.4: Introduction to Nuclear Physics: H.A.Enge
- B. No.5: Nuclear radiation detector: S.S. Kapoor and V.S.Ramamurthy
- B. No. 6: Nuclear Physics Principles & Application: Lilley
- B. No. 7: Introduction to Nuclear Physics: KRANE

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

VIII Rubric for Internal Assessment**Subject: Nuclear Physics****M.Sc. III Sem**

Goal: The main goal of this course is that students will understand the Properties of Nucleus, Nuclear force and their properties. And also know about the various decay, different type of particle accelerators and the physics behind the elementary particles.

Objective: The objective of this course is to make clear the students with the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator and different type of conservation laws in elementary particles.

12-15 Marks	8-11 Marks	6-8 Marks	0- 5Marks
Students	Students	Students	Students
Outstanding	Good	Average	poor
% Students having the knowledge the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator and different type of conservation laws in elementary particles.	% Students having the knowledge the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator and different type of conservation laws in elementary particles.	% Students having the knowledge the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator.	% Students having the knowledge the basic Properties of Nucleus, Nuclear force and their properties, Beta decay and selection rule for beta decay and particle physics. Students will get the knowledge about Charge accelerator and different type of conservation laws in elementary particles.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva Out of 50	Class test Out of 50	Assignment Out of 50		

Physics Department ,ISLE,IPS ACADEMY ,INDORE (MP)

Lesson Plan

Subject: Statistical Mechanics

Session: January to June

Class: M.Sc –II Sem

I: Objective of course: The objective of this course is to acquaint the students with the basic concepts of Statistical Mechanics .

II : Examination-The faculty member will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory

III: Course Outcome(CO)

Co 1: Macro and Micro states. Different types of ensembles. Liouville's theorem. Partition function

Co2 :Maxwell –Boltzman, Fermi –Dirac and Bose –Einstein's systems and their statistics.

Co3: Statistics of real systems .Ising Model.

Co4: Fluctuations and their explanation in statistical systems

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	2	3			3		3	2
CO2	2	3			3		3	2
CO3	2	3			3		3	2
CO4	2	3			3		3	2

V: Session Plan:

Lecture No	Unit No	Topic	Sub Topic	Reference
1	1	Macro and Micro states. Different types of ensembles. Liouville's theorem.	Introduction. Conditions for statistical Mechanics. Principle of statistical Mechanics	Book 1,2
2			Contact between statistics and thermodynamics $S = k \log \Omega$.	
3			Prove Relations $k = \frac{1}{\beta T}$, $\eta = \frac{P}{KT}$, $\xi = -\frac{\mu}{KT}$, $\frac{\partial S}{\partial E} = \frac{1}{T}$, $\frac{\partial S}{\partial V} = \frac{P}{T}$, $\frac{\partial S}{\partial N} = -\frac{\mu}{T}$	
4			Classical ideal gas .....cntd	

5		Partition function	Classical ideal gas completed	
6			Derivation of various gas relations from statistical mechanics	
7			Change in entropy, Gibbs paradox and its explanation	
8			Types of ensemble.Ensemble averages. Density distribution function	
9			Liouville's theorem in canonical ensemble	
10			Liouville's theorem is the equation of continuity of density of states.	
11			To find thenumber of phase cells for one dimensional harmonic oscillators.	
12			To derive Maxwell Boltzmann distribution Law...CNTD	
13			To derive Maxwell Boltzmann distribution Law, completed	
14			Partition Function. Thermodynamics Relation $A = -KT \log Z$	
15			Energy fluctuation in canonical ensemble	
16			Energy and density fluctuation in grand canonical ensemble	
CO:1				
LO:Mechanics of systems having large number of independent particles.Types of ensembles of such systems and their mechanics.Distribution of energy and partition function.				
17	2	Maxwell – Boltzman, Fermi – Dirac and Bose – Einsteins systems and their statistics	Difference between Bose Einstein's(BE) , Fermi Dirac (FD) and Maxwell Boltzmann (MB)Statistics.	Book 1,2,3
18			BE distribution function	
19			BE Distribution Law	
20			Ideal Bose gas and Bose Einstein's condensation...cntd	
21			Ideal Bose gas and Bose Einstein's condensation...completed	
22			FD distribution function	
23			FDDistribution Law	
24			Ideal Fermi gas and its properties at o ⁰ K like zero point energy, pressure etc....cntd	
25			Ideal Fermi gas and its properties at o ⁰ K like zero point energy, pressure etc ....completed	
26			Boltz transport equation	
CO:2				
LO:Quantum systems.Systems of half of odd inetegral spin particles and energy at absolute zero.Systems of particles having integral spin and super conductivity. Bose condensation.				
27	3	Statistics of real systems	Difference between ideal system and real system .Inclusion of potential energy in the expression foe Hamiltonian	Book2,4
28		.Ising	Cluster expansion.	

29		Model.	Virial equation of state and virial coefficient.	
30			Ferro and Para magnetism, phase transition and critical temperature	
31			Ising model and meaning of ising model	
32			Mean field theory ising model to explain Ferro and Para magnetism ...cntd	
33			Mean field theory ising model to explain Ferro and Para magnetism ...completed	
34			Expression for T_c	
35			Exact solution of one dimensional ising model....cntd	
36			Exact solution of one dimensional ising model....completed ,and this can also not explain T_c	
CO:3				
LO:Understanding para and ferro magnetism and phase transition.Critical temperature.				
37	4	Fluctuations and their explanation in statistical systems	Thermodynamic variables fluctuate	Book2,3
38			Defining fluctuations, mean ms,rms and formulae	
39			Fluctuation in pressure	
40			Fluctuation in volume	
41			Fluctuation in enthalpy	
42			Langevin's theory of Brownian motion	
43			Fluctuation dissipation Theorem	
44			Fokker Planck Equation	
45			Onsager reciprocity relations	
CO:4				
LO:Fluctuations in properties of statistical systems.				

VI: Books References:

Statistical Mechanics by

1.R.K.Pathria, 2nd edition, Butterworth-Heinemann

2.Frederick Reif,Tata Megraw- Hill company

3. KersonHuang,John Wiley & Sons

4.R.G.Takwale and P.S Puranik , Tata Megraw- Hill company

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:Statistical Mechanics-I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of statistical mechanics			
Objective: The objective of this course is to acquaint the students with the basic concepts of Statistical Mechanics .			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to identify and solve statistical mechanical problems	Students develop the ability understand the different type of systems	Students develop the ability understand the simple theories	% Students Need More Effort to understand rather than cram the subject

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Physics Department ,ISLE,IPS ACADEMY ,INDORE (MP)

Lesson Plan

Subject: Digital electronics

Session: July to December

Class: M.Sc–IIISem

I: Objective of course: The objective of this course is to acquaint the students with the basic concepts of circuits which are used to build memory ,arithmetic and logic unit and interfacing the external devices to the computer.

II : Examination-The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory

III: Course Outcome(CO)

CO1 : Number systems and their arithmetics.

CO2 :Boolean algebra.Gates and switches.K-Map

CO3 : Circuits used in computers.Flip-Flops, registers

CO4 : counters. Digital to Analogue and Analogue to Digital converters.

IV: PO-CO Mapping: High-3, Medium-2, Low-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	-			3	1	2
CO 2	3	3	-		3	3	1	2
CO 3	3	3	-	3		3	1	2
CO 4	3	3	-			3	1	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Subtopic	Reference Books
1	1	Number systems and their arithmetics.	Binary, Octal, Decimal, and hexadecimal number systems	Book 2,3
2			conversion between decimal to other number systems	
3			conversion between other number systems to binary	
4			Boolean arithmetic ,addition and	

			subtraction.		
5			Boolean arithmetic multiplication and division.		
6			signed and unsigned binary numbers		
7			1's complement representation of –ve numbers		
8			2's complement representation of –ve numbers		
9			Numerical problems		
CO 1:					
LO: Preparing base to understand working of computer and its language.Arithmetic of binary numbers.					
10	2	Boolean algebra.Gates and switches. K-Map	BCD, Gray, ASCII, EBCDIC codes and their use	Book1, 2,	
11			DeMorgan's theorem.		
12			Gates: OR, AND, NOT GATESfrom switches .their logic and symbol.		
13			NOR, OR, NAND, XOR, XNOR ,gates their logic and symbol		
14			laws and theorems of Boolean algebra		
15			Boolean identities		
16			SOP and POS form of implementing a truth table		
17			K-Map for 3 and 4 variables		
18			Designing half and full adder table with K Map		
CO 2:					
LO:Basic building blocks used to design logic circuits.switches and Gates. Electronic switches. Use of K-Map for designing circuits.					
19	3	Circuits used in computers.Flip-Flops, registers	4 to 1 Multiplexer and 1 to 4DE multiplexer circuit and their use truth table and diagram using gates	Book1, 2,3	
20			encoder, decoder circuit and their use truth table and diagram using gates		
21			parity checker and generator their use diagram using XOR, XNOR gates		
22			Flip- Flops: R-S, D flip-flop. D Flip- Flop as a memory element.		
23			J-k flip flop and race around condition.		
24			J-k Master slave Flip- Flop and getting rid of race around condition		
25			4-bit parallel register		
26			Left shift register.		
27			right shift register.		
CO 3:					

LO:Flop-Flops as memory element.Their use in other circuits as-adder, subtractor,registers				
28	4	counters.	J-k Master slave flip flop as Toggle Flip-Flop .-ve and +ve edge triggered Flip- Flop	Book1, 2,
29			4-bit asynchronous up counter- circuit diagram ,truth table ,waveform diagram, ripple counter	
30			4-bit asynchronous down counter- circuit diagram ,truth table ,waveform diagram, ripple counter	
31			4-bit synchronous up counter- circuit diagram ,truth table ,waveform diagram,	
32			4-bit synchronous down counter- circuit diagram ,truth table ,waveform diagram,	
33			mod- 5 counter -- circuit diagram ,truth table ,waveform diagram,	
34			mod-10 counter-- circuit diagram ,truth table ,waveform diagram,	
35			shift register counter (ring counter).	
36			Johnson counter	
CO 4:				
LO:Flop-Flops as T- Flop-Flop .Its use to design counters				
37	5	Digital to Analogue and Analogue to Digital converters.	Resistance divider digital to analogue converter, its drawback.	Book 2,4
38			Digital to analogue converter. Binary ladder its advantage	
39			Calculating values of output voltage for different input voltages for 4 bit ladder	
40			DA accuracy and resolution. sample and hold circuit.Completedac structure	
41			Analogue to digital converter. Sampling frequency .Niquist's criteria signal bandwidth.	
42			Stair case or counter type ADC	
43			Single slope ADC	
44			Equal or dual slope ADC	
45			Successive approximation ADC	
CO 5:				
LO:Circuits for language translators from real world to computer world and vice versa.ADC and DAC.				

VI: Books References:

Digital Computer Electronics by Malvino and Brown. Tata Mcgraw Hill
 Digital Principles and Applications by Malvino and Leach. Tata Mcgraw Hill
 Modern Digital Electronics by R.P.Jain. Tata Mcgraw Hill

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:Digital Electronics			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamentalsand importance of digital electronics			
Objective: The objective of this course is to acquaint the students with the basic concepts of circuits which are used to build memory ,arithmetic and logic unit and interfacing the external devices to the computer.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to design logic circuits for a given problem	Students develop the ability understand the given digital circuit.	Students develop the ability to understand the simple theories	% Students Need More Effort to understand The subject rather than cram it for examination.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Lesson Plan

Subject Electro Dynamics and Plasma Physics

Session July-Dec

Class: M.Sc. – I Sem

I: Objective of course: The objective of this course is to accustom the students with the fundamentals of electrodynamics and use of Maxwell's equations. Concept of fourth state of matter is introduced with its experimental study.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

After the completion of the course students will have knowledge of

1. Understand and apply the laws of electromagnetism and Maxwell's equations in different forms in different media also the concept of gauge transformation.
2. Get knowledge of field of accelerated charged particles and review of four vectors and Lorentz transformation
3. Understand the origin of plasma, conditions of plasma formation and properties of plasma
4. Study domain of magneto hydrodynamics and plasma physics and their experimental study

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2	1			1	
CO 2	2	3		1				
CO 3	1	3						
CO 4	2	3						1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Elctrostatic potential	Review of Basics of electrostatics and megnetostatics (electric field, gauss.s law)	B.N.2
2			Laplaces and Poisson equation	B.N.2
3			Methods of Images	B.N.2
4			Biot- Sawart law, Ampere law	B.N.1
5			Maxwell's equations	B.N.1
6			scalar and vector potentials	B.N.1
7			gauge transformation, Lorentz guage, Coulomb Guage	B.N.1
8			Solution of Maxwell equations in conducting media radiations by moving charges	B.N.1
9			retarded potentials	B.N.1
10			Lienard Wiechrt potentials	B.N.1
11			fields of charged particles in uniform motion, fields of arbitrarily moving particle.	B.N.1
CO: Understand and apply the laws of electromagnetism and Maxwell's equations in different forms in different media also the concept of gauge transformation				
LO: advanced problems based on classical electrodynamics using Maxwell's equation				
12	2	Concept of Langrangian and Hamiltonian	Fields of accelerated charged particies at low velocity and high velocity	B.N.1
13			Angular distribution of power radiated	B.N.3
14			Review of four vector and Lorentz transformation in 4- dimensional spaces	B.N.3
15			Invariance of electric charge, relativistic transformation properties of E and H fields	B.N.3
16			Electromagnetic fields tensor in 4- dimensional Maxwell equation,	B.N.3
17			Four vector current and potential and their invariance under Lorentz transformation	B.N.3
18			covariance of electrodynamics. Langragian and Hamiltonian for a relativistic charged particle in External EM field	B.N.3
19			motion of charged particles in electromagnetic fields	B.N.3

uniform and nonuniform E and B fields.

20		uniform and nonuniform E and B fields.		
CO : Get knowledge of field of accelerated charged particles and review of four vectors and Lorentz transformation				
LO: Four vector concept and Lorentz transformation.				
21	3	Intoduction to Fourth state of Matter	Elementary concept of occurrence of plasma	B.N.2
22			Gaseous and solid state plasma	B.N.2
23			Production of gaseous and solid state plasma	B.N.2
24			Plasma parameters	B.N.2
25			Plasma confinement pinch effect instability in a pinched plasma column. Electrical neutrality in plasma	B.N.2
26			Dabve screening distance	B.N.2
27			Plasma oscillations	B.N.2
28			Numericals based on plasma oscillation	B.N.2
29			Transverse oscillations and longitudinal oscillations.	B.N.2
CO: Understand the origin of plasma, conditions of plasma formation and properties of plasma				
LO: concept and properties of plasma				
30	4	Magnetodynamics of Plasma	Domain of Magnetohydrodynamics	B.N.1
31			plasma Physics Magnetohydrodynamic equations	B.N.1
32			magnetic hydro-static pressure hydrodynamic waves	B.N.1
33			Magneto-sonic and Alfven waves	B.N.1
34			particle orbits and drift motion in a plasmas	B.N.1
35			Experimental study of plasma	B.N.1
36			The theory of single and double probes	B.N.1
CO4: Study domain of magneto hydrodynamics and plasma physics and their experimental study				
LO: Experimental studies of magneto hydrodynamics				

VI: Book References:

1. Gupta, Kumar, Singh Electrodynamics
2. Jackson Classical electrodynamics
3. Chen Plasma Physics

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Quantum Mechanics-I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of electro dynamics			
Objective: The objective of this course is to accustom the students with the fundamentals of electro dynamics with concepts of plasma physics.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to solve electro dynamic problems	Students develop the ability understand the Maxwell's equations and its application	Students develop the ability understand the simple theories	% Students Need More Effort to understand four vector and Lorentz transformation in 4-dimensional spaces

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

IPS ACADEMY, DEPARTMENT OF PHYSICS, INDORE**Lesson Plan****Subject: (Numerical techniques Based on C++)****Session: Feb -May****Class: M.Sc. Physics IV semester**

I: Objective of course: The objective of this course is to acquaint the students with the basic Knowledge of programming in C++, Root finding methods, Solution of linear system, Curve fitting, Interpolation and Numerical integration

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will have total 5 optional questions. Each question carries 17 marks.

III: Course Outcomes (CO):

- CO1 To develop Knowledge of C++ language using different data type such as integer, float etc and understanding the basic knowledge of operators, control structures, logical expression etc.
- CO2 It helps to understand the different modules like loops, functions, array, etc
- CO3 Understand the linear system of matrix using different methods like Gauss elimination, Jacobi Gauss Siedel and gets a wide knowledge of numerical methods in computational physics that can be used to solve many problems which does not have any analytic solution.
- CO4 Applying C++ knowledge to understand interdisciplinary problem/concepts

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2	3	1	3	1	1
CO 2	1		3	3	2	3	1	
CO 3	3		3	3		1	3	
CO 4	3		2	3	1	2	2	

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction of syllabus & units	-
2	FIRST	Programming in C++ language	Numeric type	B.R.1
3			Expression	B.R.1
4			Input and output conditions	B.R.1
5			Logical expressions	B.R.1
6			Selection control structure	B.R.1
7			C++ program problem solving	B.R.1
8			C++ program problem solving	B.R.1
CO1				
LO 1: Learn Basic of C++ including operators and selection control structures				
9	SECOND	Loops, Function and Array	for loop, its syntax, flow chart and related problems	B.R.1
10			while loop, its syntax, flow chart and related problems	B.R.1
11			do-while loop, its syntax, flow chart and related problems	B.R.1
12			user defined and library functions, Call by value, call by reference	B.R.1
13			Category of functions with its program	B.R.1
14			Numeric and character array	B.R.1
15			Programs related to array	B.R.1
16			General programs that uses loops, function and array	B.R.1
CO2				
LO 2: Understand loops, function and Arrays used in C++				

17	THIRD	Root finding methods	Elements of error analysis	B.R.5
18			Related problems of Error analysis	B.R.5
19			Bisection method and its numericals	B.R.5
20			C++ program for finding roots by bisection method	B.R.5
21			False Position or Regula Falsi Method and its numericals	B.R.5
22			C++ program for finding roots by False Position or Regula Falsi Method	B.R.5
23			Newton Raphson method and its numericals	B.R.5
24			C++ program for finding roots by Newton Raphson method	B.R.5
CO1,2, 4				
LO 3: Learn various types of root find methods using C++				
25	FOURTH	Solution of linear system	Gauss Elimination method	B.R.5
26			Numerical related to Gauss Elimination method	B.R.5
27			C++ program to find solution of linear system by Gauss Elimination method	B.R.5
28			Jacobi iteration	B.R.5
29			Numerical related to Jacobi iteration	B.R.5
30			C++ program to find solution of linear system by Jacobi iteration	B.R.5
31			Gauss Siedel method and its related numerical	B.R.5
32			C++ program to find solution of linear system by Gauss Siedel method	B.R.5
CO1,2,3,4				
LO 4: Learn Solution of Linear system of equation by successive iterations methods using C++				

33	FIFTH	Curve fitting, Interpolation and Polynomial approximation & Numerical integration	Least Squares Line fitting , its numerical and C++ program for Least Squares Line fitting	B.R.5
34			Lagrange interpolation and its numerical	B.R.5
35			C++ program for Lagrange interpolation	B.R.5
36			Newton Interpolation and its numerical	B.R.5
37			C++ program for Newton Interpolation	B.R.5
38			Newton-cotes integration, Trapezoidal Rule and Simpson’s Rule.	B.R.5
39			Numerical related to Newton-cotes integration, Trapezoidal Rule and Simpson’s Rule	B.R.5
40			C++ program for Newton-cotes integration, Trapezoidal Rule and Simpson’s Rule	B.R.5
CO1,2,3,4				
LO 5: Understand Curve fitting, Interpolation and Various numerical Integration methods with C++				

VI: Book References:

1. Programming with C++, Schaum's Outline Series: J. Hubbard
2. Object oriented programming in Turbo C++: Robert Lafore
3. Teach yourself C++ in 21 days: Jesse Liberty
4. Numerical methods for mathematical, science and engineering by J. H. Mathews
5. Computer Oriented Numerical methods by V. Rajaraman
6. First course in numerical analysis : A Ralston

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Paper III (Numerical techniques based on C++)			
M.Sc. (Physics) IV sem			
Goal : Students develop the ability to understand Numerical different method for determination of roots, curve fitting, linear solutions and numerical integration using C++ language			
Objective: The objective of this course is to acquaint the students with the basic Knowledge of programming in C++, Root finding methods, Solution of linear system, Curve fitting, Interpolation and Numerical integration.			
14,15 Marks	9-13 Marks	5-8 Marks	0-4 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of programming in C++, Root finding methods, Solution of linear system, Curve fitting, Interpolation and Numerical integration with their Programs	% Students having the basic concept of programming in C++, Root finding methods, Solution of linear system, Curve fitting, Interpolation and Numerical integration	% Students having understanding about programming in C++, Root finding methods, Solution of linear system	% Students Need More Effort to understand the related topics

IX: Scheme of internal marks

Presentation /Viva	Assignment	Class Test	Total 150	Final Internal Marks Out of 15
50 marks	50 marks	50 marks		

Lesson Plan

Subject: Quantum Mechanics - I

Session July-Dec

Class: M.Sc. – I Sem

I: Objective of course: The objective of this course is to accustom the students with the fundamentals of quantum mechanics based on Schrodinger method, Heisenberg method and operator method along with basic concepts of angular momentum.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory.

III: Course Outcomes (CO):

After the completion of the course students will have knowledge of

1. Understanding the basic concepts of quantum mechanics, mathematical tool Schrödinger equation and its application to one dimensional problems.
2. Heisenberg formulation of quantum mechanics.
3. Solution of time independent Schrodinger equation in 3-D problems
4. Angular momentum and its addition and Representation theory.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3		1		2	2
CO 2	3	3	2		2		1	2
CO 3	3	3	2		2		2	2
CO 4	3	3	2		2		1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1.	Properties of wave function and 1-D problems	Need of Quantum Mechanics	B.No. 4
2			Wave packet, Group, Phase and particle velocity and their relations	
3			Properties of wave function	
4			Equation of Continuity	
5			Commutation relations with examples	
6			Ehrenfest theorem	
7			Basic postulates of quantum mechanics	
8			Theorems on eigen value and hermitian matrices	
9			Infinite potential well	
10			Finite potential well	
11			Continued- Finite potential well	
12			Potential step	
13			Rectangular Potential barrier	
14			Continued- Rectangular Potential barrier	
15			Tunneling effect and alpha decay	
CO1				
LO1: Wave function and its properties, operators, expectation values and solution of time independent Schrödinger equation for potential well, potential step and potential barrier.				
16	2	Dirac's notations and matrix operator method	Vector space, Hilbert space and Dirac's notation	B.No. 1, 2
17			Matrix notation, Unitary transformation	
18			Heisenberg uncertainty Principle & its derivation	
19			Probability density, position in momentum representation	
20			Momentum in momentum representation	
21			Linear harmonic oscillator by operator method	
22			Matrix elements of a , a^\dagger , aa^\dagger , $a^\dagger a$	
23			Linear harmonic oscillator by matrix method	
24			Matrix elements of x and p	
25			Schwartz inequality	
CO2				
LO2: Concepts of linear vector space, matrix formulation of quantum mechanics in Dirac's representations. Theory of unitary transformation and operator formulation of harmonic oscillator.				
26	3	Time independent 3-Dimensional problems	Linear harmonic oscillator by Schrodinger method	B.No. 1,3
27			Continued-Linear harmonic oscillator	
28			Hydrogen method- angular part	
29			Hydrogen method- radial part	
30			Application to atomic and molecular spectra	

31			Square well potential	
32			Application to deuteron problem	
CO3				
LO3: Solution of harmonic oscillator, square well potential and H_2 atom by Schrödinger method and their applications.				
33	4	Angular momentum and its addition	Angular momentum in quantum mechanics and Commutation relations of angular momentum	B.No. 1,4
34			Continued- Commutation relations	
35			Angular momentum in spherical coordinates	
36			Continued- Angular momentum in spherical coordinates	
37			Eigen value of L^2 and L_z	
38			Matrix elemrnts of J_+ , J_- , J_x	
39			Matrix elemrnts of J_y , J_z , J	
40			Wave function and operators in momentum representation	
41			Spin angular momentum	
42			Pauli spin matrices	
43			Addition of angular momentum - CG coefficient	
44			Properties of CG coefficient	
45			Computation of CG coefficient	
CO4				
LO4 Commutation relation, eigen values and eigen function of L^2 and L_z , addition of angular momentum using CG coefficient along with co-ordinate and momentum representation of the wave function and operators.				

VI: Book References:

1. Quantum Mechanics, G.Aruldas, Prentice –Hall of India
2. Quantum Mechanics, Ajoy Ghatak and S.Lokanathan, Macmilan
3. Quantum Mechanics- Theory and problems, S.L.Kakani and H.M.Chandalla
4. Quantum Mechanics, K.K.Chopra and G.C. Agarwal, Krishna Prakashan Media

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Quantum Mechanics-I			
M.Sc. I Sem			
Goal : Students develop the ability to understand the fundamental of quantum mechanics			
Objective: The objective of this course is to accustom the students with the fundamentals of quantum mechanics based on Schrodinger method, Heisenberg method and operator method along with basic concepts of angular momentum.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to solve quantum mechanical problems	Students develop the ability understand the different approximation methods	Students develop the ability understand the simple theories	% Students Need More Effort to understand approximation methods, scattering theory and relativistic quantum theory

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Department of Physics, IPS ACADEMY, INDORE**Lesson Plan****Subject: ATOMIC AND MOLECULAR PHYSICS****Session: Jul-Dec 2018****Class: M.Sc. Physics III Sem**

I: Objective of course: The objective of this course is to make clear the students with the basic concept of atom and molecular structures. Study of types of molecules and their different spectra and techniques and instrumentation.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 and exam scheme as per DAVV university.

III: Course Outcomes (CO):

CO1 Understanding of the principle and application of NMR spectrum.

CO2 Understanding of alkaline spectra of diatomic molecules and Mossbauer spectroscopy.

CO3 Be able to apply the principle of Raman spectroscopy and its application in the different field of science and technology.

CO4 to become familiar with different resonance spectroscopic techniques and its applications.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3	2		3	2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1	1	UNIT 1	Concept of Nuclear Magnetic resonance spectroscopy	B. No.1
2			Interaction between nuclear spin and magnetic field	B. No.1
3			Interaction between nuclear spin and magnetic field	B. No.1
4			Population of energy level	B. No.1
5			Relaxation Processes	B. No.1
6			spin-spin interaction and spin-spin coupling between two and more nuclei (Qualitative)	B. No.1
7			spin-spin interaction and spin-spin coupling between two and more nuclei (Qualitative)	B. No.1
CO: 1				
LO: Concept and application of NMR				
8	2	UNIT2	Franck Condon principles	B. No.1&2
9			Franck Condon principles	B. No.1&2
10			dissociation and pre- dissociation, dissociation energy	B. No.1&2
11			Born-Oppenheimer-approximation	B. No.1&2
12			Born-Oppenheimer-approximation	B. No.1&2
13			vibrational coarse structure of electronic spectra (bands progression and sequence)	B. No.1&2
CO 2, CO3				
LO1. LO Electron spectra of diatomic molecules				
14	3	UNIT3	Raman Effect, Quantum Theory Of Raman Effect, , ,	B. No.1&2
15			Molecular Polarisibility In Raman Effect,	B. No.1&2

16			Vibrational Raman Spectra Of Diatomic Molecules	B. No.1&2
17			vibration-rotation Raman spectra of diatomic molecules	B. No.1&2
18			application of Raman Spectroscopy in the structure determination	B. No.1&2
19			application of infrared spectroscopy in the structure determination	B. No.1&2

CO2, CO3**LO:** Basic and advance concept and uses of Raman Spectra

20	4	Unit 4	Elementary idea about Mossbauer Effect, , , , (,	B. No.1&2&3
21			principles of Mossbauer spectroscopy	B. No.1&2&3
22			recoil less emission of gamma emission	B. No.1&2&3
23			line width and resonance absorption	B. No.1&2&3
24			application of mossbaur spectroscopy	B. No.1&2&3
25			application of mossbaur spectroscopy	B. No.1&2&3
26			Isomer shift	B. No.1&2&3
27			Quadra pole splitting magnetic field effect)	B. No.1&2&3
28			Viva Voce	B. No.1&2&3

CO3,CO4**LO:** Concept and application of Mossbauer Spectroscopy

29	5	Unit 5	Electron Spin Resonance Spectroscopy	B. No.1&2&3
30			Elementary idea about spectroscopy	B. No.1&2&3
31			Principle of ESR	B. No.1&2&3
32			ESR spectrometer	B. No.1&2&3
33			Splitting of Electron Energy Level by magnetic Field	B. No.1&2&3

34			G Values	B. No.1&2&3
35			Simple Experimental of ESR	B. No.1&2&3
36			ESR Spectra of Free radicals	B. No.1&2&3
37			An Isotropic System	B. No.1&2&3
CO4, CO2				
LO: Idea about ESR and EPR spectroscopy				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- B. No.1: Atomic and Molecular Physics: Rajkumar
- B. No.2: Spectra of diatomic Molecules: Herzberg
- B. No.3: Mossbauer Spectroscopy :M.R Bhide
- B. No.4: Modern Spectroscopy J.M. Hollons.
- B. No.5:NMR and Chemistry: J. W. Akitt
- B. No. 6: Principle and applications of ESR Spectroscopy: A. Lund Masaru Shiotani Shigetaka Shimada

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

VIII Rubric for Internal Assessment			
Subject: Atomic and Molecular Physics			
M.Sc. III Sem			
Goal: Students develop the ability to understand the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation.			
Objective: the students with the basic concept of atom and molecular structures. Study of types of molecules and their different spectra and techniques and instrumentation.			
12-15 Marks	8-11 Marks	6-8 Marks	1-5 Marks
Students	Students	Students	Students
Outstanding	Good	average	poor
% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation

IX: Scheme of internal marks

Internal Assessment			Total 100	Final Internal Marks Out of 15
Presentation/ Viva Out of 50	Class Test Out of 50	Assignment Out of 50		

Department of Physics, IPS ACADEMY, INDORE**Lesson Plan****Subject: ATOMIC AND MOLECULAR PHYSICS****Session: Jul-Dec 2018****Class: M.Sc. Physics II Sem**

I: Objective of course: The objective of this course is to make clear the students with the basic concept of atom and molecular structures. Study of types of molecules and their different spectra and techniques and instrumentation.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 and exam scheme as per DAVV university..

III: Course Outcomes (CO):

- CO1 Understanding of the quantum states of the one electron atom and methods of molecular quantum mechanics
- CO2 Types of molecules and rotational spectra of diatomic molecule with their energy level and intensity of rotational lines
- CO3 Vibrational energy of diatomic molecules with energy levels and spectrum. IR spectrometer
- CO4 Introduction of different types of molecular spectroscopy

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3	2		3	2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
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PART-I				
1	1	UNIT 1	Quantum states of one electron atom. Atomic orbital.	B. No.1
2			Hydrogen spectrum, Pauli's principle, Spectra of alkali elements,	B. No.1
3			Spin orbit interaction and line, Structure of alkali Spectra	B. No.1
4			Methods of molecular quantum mechanics, Thomas Fermi statistical model,	B. No.1
5			Two electron system. Interaction energy in L-S and J- J coupling,	B. No.1
6			hyperfine structure (qualitative),	B. No.1
7			Line Mechanisms (general ideas).	B. No.1
8			Practical Assignments	
9			Viva Voce	
CO: 1				
LO: Understand about hydrogen spectrum different types of coupling and method of molecular quantum mechanics				
10	2	UNIT2	Types of molecules, Diatomic linear. Symmetric top,	B. No.1&2
11			Asymmetric top and spherical top molecules	B. No.1&2
12			Trial Balance-Practical Questions	B. No.1&2
13			Rotational spectra of diatomic molecules as a rigid rotator	B. No.1&2
14			Energy level and Spectra of non - rigid rotator,	B. No.1&2
15			Intensity of rotational lines	B. No.1&2
16			Numericals related Rotational Vibrational Spectra	
17			Viva Voce	
CO 2, CO3				
LO: Diatomic linear, symmetric top asymmetric top and spherical top molecule and their spectra.				
18	3	UNIT3	Vibrational energy of diatomic molecule,	B. No.1&2
19			diatomic molecule as a simple harmonic oscillator	B. No.1&2
20			Energy levels and Spectrum , morse potential energy curve	B. No.1&2

21			Molecules as vibrating rotator	B. No.1&2
22			Vibration spectrum of diatomic molecule PQR branches	B. No.1&2
23			IR spectrometer(qualitative)	B. No.1&2
24			Practical assignment	
25			Viva Voce	

CO2, CO3

LO: Energy levels and spectrum of diatomic molecules Morse potential energy curve, vibrating rotators and IR Spectrometers

26	4	Unit 4	Introduction to ultraviolet and visible spectroscopy	B. No.1&2&3
27			Introduction to infra- red spectroscopy	B. No.1&2&3
28			Pure rotational Spectra.	B. No.1&2&3
29			Pure vibrational spectra	B. No.1&2&3
30			Instrumentation of Raman Spectroscopy.	B. No.1&2&3
31			Idea and Concept about Raman spectroscopy	B. No.1&2&3
32			Photo electron spectroscopy	B. No.1&2&3
33			Elementary idea about photo acoustic spectroscopy	B. No.1&2&3
34			Mossbauer spectroscopy(principle)	B. No.1&2&3
35			Viva Voce	

CO3,CO4

LO: Ultra Violet Visible and infra red and Raman spectroscopy with elementary knowledge of Mossbauer Spectroscopy

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- B. No.1: Atomic and Molecular Physics: Rajkumar
 B. No.2: Spectra of diatomic Molecules: Herzberg
 B. No.3: Mossbauer Spectroscopy :M.R Bhide
 B. No.4: Modern Spectroscopy J.M. Hollons.
 B. No.5:NMR and Chemistry: J. W. Akitt
 B. No. 6: Principle and applications of ESR Spectroscopy: A. Lund Masaru Shiotani Shigetaka Shimada

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

VIII Rubric for Internal Assessment			
Subject: Atomic and Molecular Physics-1			
M.Sc. II Sem			
Goal: Students develop the ability to understand the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation.			
Objective: the students with the basic concept of atom and molecular structures. Study of types of molecules and their different spectra and techniques and instrumentation.			
12-15 Marks	8-11 Marks	6-8 Marks	1-5 Marks
Students	Students	Students	Students
Outstanding	Good	average	poor

% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation	% Students having the basic concept of spectroscopy the behavior of molecules with their different spectra. And gain the knowledge about spectroscopic techniques and instrumentation
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IX: Scheme of internal marks

Internal Assessment			Total 100	Final Internal Marks Out of 15
Presentation/ Viva Out of 50	Class Test Out of 50	Assignment Out of 50		

IPS ACADEMY, INSTITUTE OF SCIENCE AND LABORATORY EDUCATION (ISLE), INDORE**Lesson Plan****Subject: Electronic Devices****Session: Jul-Dec****Class: M.Sc. - I Sem**

I: Objective of course: The objective of this course is to acquaint the students with the basic concept of Electronic devices.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 85 and exam scheme as per davv university

III: Course Outcomes (CO):

CO1 Field effect transistors, their principles and applications and microwave devices

CO2 photonic devices like LED, laser diode, photo detectors, solar cells etc and their working in detail.

CO3 memory devices and hybrid memories and storage devices.

CO4 Electro-optics, Magneto-optics and Acousto-optic effect and their application in sensors of actuator devices.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	-	2	3	2	-	1	-
CO 2	3	1	3	3	1	2	2	1
CO 3	3	2	3	-	1	3	-	-
CO 4	1	2	3	2	-	1	2	-

V: Session Plan:

Unit no.	Lecture no.	Topics	Sub Topic	Reference
Electronic Devices				
CO: 1				
LO: Identify the major properties of different types of FET's and high frequency special types of diode				

1	1	Transistors and microwave devices	Basic knowledge of semiconductors and diodes	
	2		Construction, Characteristic and working of PN-Junction diode	B.N.1 & B8
	3		Construction, Characteristic and working of BJT	B.N.2 & B.N.6
	4		Construction, Characteristic and working of N and P channel FET	B.N.5
	5		Construction, Characteristic and working of D type and E type MOSFET	B.N.5
	6		Construction, Characteristic and working of MESFET	B.N.5
	7		Construction, Characteristic and working of Gunn Diode and their applications	B.N.5
	8		Two valley model of Gunn diode	B.N.5
	9		Construction, Characteristic and working of TUNNEL DIODE and their applications	B.N.5
	10		Transfer Electron devices (TED)	B.N.5
	11		avalanche transits time devices (Impatt diodes)	B.N.5
	12		microwave devices and their applications	B.N.5
	13		Hands on training of transistors and FET	
CO: 1				
LO: The properties and characteristic curves of photonic devices.				
2	14	Photonic devices	Elementary and basic knowledge about photonic devices	B.N.1
	15		Radiative and Non-Radiative transitions and optical absorption	B.N.2 & B.N.7
	16		bulk and thin film photo conductive devices (LDR) diode	B.N.1
	17		Photo detectors, solar cell (open circuit voltage and short circuit current, fill factor)	B.N.7
	18		LED (high frequency limit, effect of surface and indirect recombination current, operation of LED)	B.N.5
	19		semi-conductors diode lasers (conditions for population inversion in active region)	B.N.2
	20		light confinement factor	B.N.2
	21		Optical Gain And Threshold Current For Lasing	B.N.2
	22		Numerical Questions	B.N.2
CO: 3				
LO: All cocept of memory and storage devices.				

3	23	Memory devices, Hybrid memories and storage devices	Basic idea and concepts about memory, hybrid memory and storage devices	B.N.4		
	24		read only memory (ROM) and random access memory (RAM)	B.N.4		
	25		types of ROM: PROM,EPROM,EEPROM and EAPROM	B.N.4		
	26		static and dynamic RAMs, characteristic of SRAM and DRAM	B.N.4		
	27		Hybrid Memories: CMOS And NMOS Memories	B.N.4		
	28		Nonvolatile RAM Ferro-Electric Memories, Charge Coupled Devices (CCD)	B.N.4		
	29		Geometry And Organization Of Magnetic (FDD And HDD)	B.N.4		
	30		Optical (CD-ROM, CD-R, CD-R/W, DVD) Storage Devices	B.N.4		
CO: 3						
LO: different phenomenon of elctro magneto and acousto optics properties and sensors.						
4	31	Electro Magneto and Acousto – optics theory	Electro Optic Kerr Effect And Their Application	B.N.1		
	32		Magneto Optic Kerr Effect And Their Application	B.N.1		
	33		Acousto Optic Effect And Their Application And Material Properties	B.N.1		
	34		Piezoelectric	B.N.1		
	35		Electrostrictive And Magnetostrictive Effects	B.N.1		
	36		Important Materials For These Properties And Their Applications In Sensors And Actuator Devices	B.N.1		
	37		Resonators And Filter	B.N.1		
	38		High Frequency Piezoelectric Devices-Surface	B.N.1		
	39		Acoustic Wave Devices	B.N.1		
	40		Viva Vose	B.N.1		
			Power Point Presentations			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. SM Sze Willey (1985) Semiconductors Devices- Physics Technology
2. MS Tyagi Introduction To Semiconductors Devices
3. M Sayer And A Manisingh: Measurement Instrumentation And Experimental Design In Physics And Engineering
4. Ajoy Ghatak And Thyagrajam: Optical Electronics
5. J.B. Gupta: Electronic Devices And Circuits
6. Gupta And Kumar: Hand Book Of Electronics
7. V.K. Mehta: Basic Electronics
8. R.S Sedha: Applied Electronics

VII: Notes:

1. There will be individual assignment, presentations and group assignments/viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment		
Subject:Electronic Devices		
M.Sc. I Sem		
Goal : Students develop the ability to understand the basic concepts of transistors, special type high frequency diodes, photonic devices, and their working with memory and storage devices. They shall also understand the deferent types of electro-magneto & acusto optic effect.		
Objective: Students gain understanding the working and function of different types of electronic devices.		
10-15 Marks	5-10 Marks	0-5Marks
Students	Students	Students
Outstanding	Average	Need improvement
% Students having the basic concept of transistors, special type high frequency diodes. photonic devices, and their working with memory and storage devices. They shall also understand the deferent types of electro-magneto & acusto optic effect	% Students having the basic concept of the electronic devices but need to improve	% Students having less understanding about electronic devices.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva Out of 50	Class test Out of 50	Assignment Out of 50		

Physics Department ,ISLE,IPS ACADEMY ,INDORE (MP)

Lesson Plan

Subject: Microprocessor and Microcontroller

Session: January to June

Class: M.Sc–IVSem

I: Objective of course: The objective of this course is to acquaint the students with the basic concepts of how the computer works and how microcontroller can be used in Physics Laboratory

II : Examination-The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is of 85 marks. There will be five questions, each question with internal choice, and all five questions are compulsory

III: Course Outcome(CO)

CO1 : Microprocessor architecture and its important components .

CO 2 : Difference between Microprossor and Microcontroller.and advantages of Microcontroller .

CO 3: Instruction set ,addressing modes and programming principles.

CO 4 : Timer ,Counter,and Ports. Interfacig with external devices

IV: PO-CO Mapping: High-3, Medium-2, Low-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	-			3	1	2
CO 2	3	3	-		3	3	1	2
CO 3	3	3	-	3		3	1	2
CO 4	3	3	-			3	1	2

V: Session Plan:

Lecture No	Unit No.	Topic	Subtopic	Reference
1	1	Microprocessor architecture and its important components	Microprocessor introduction ,use and Block diagram	Book 1,4
2			Block diagram showing internal architecture of 8085	
3			Pin diagram of 8085 and functions of various pins	
4			Block Diagram Microprocessor Unit and system bus.	
5			Control and status signals.	
6			T states and timing diagram to explain how instruction is executed example 1	

7			timing diagram to explain how instruction is executed example 2	
8			Interfacing memory to 8085	
9			Interfacing I/O devices to 8085	
CO:1				
LO: Understanding the brain of the computer.The microprocessor architecture				
10	2	Difference between Microprocessor and Microcontroller.and advantages of Microcontroller	Difference between microprocessor and microcontroller	Book 2,3,4
11	Block diagram showing internal architecture of 8051 microcontroller.			
12	Pin diagram of 8051 and functions of various pins			
13	Internal RAM and EPROM memory and their use			
14	128 byte RAM its parts			
15	32 bits of RAM and their use			
16	Bit addressable memory of RAM and general purpose memory of RAM			
17	Special function Registers			
18	Connecting external program and data memory to 8051			
CO:2				
LO: Miniature computer for dedicated use in devices like washing machine, microwave oven etc.Microcontroller.				
19	3	Instruction set ,addressing modes and programming principles	Assembly language and instruction format	Book 2,3,4
20	Instruction groups and their example			
21	Instruction for addressing. Addressing modes			
22	Examples of different addressing types			
23	Bit manipulating instructions			
24	Instructions for external memory			
25	Instructions for interrupts handling			
26	Example programs			
27	Example programs			
CO:3				
LO: The language for such small machines.The instruction set , assembly language and programming.				
28	4	: Timer ,Counter, and Ports.	Introduction to timer and counter	Book2,3,4
29	Diagram showing how timer and counters work			
30	Timers in different modes			
31	Controlling timer and counter with the help of TMOD and TCON registers			
32	MODE 1 programming for generating delay			
33	Programming timer as a counter			
34	Example program			
35	8051 ports and their programming.double role of po,p2 and p3			
36	Example program for port			
CO:4				
LO: generating small time intervals for using in lab and counting fast events				
37	5	Interfacing with	Introduction to interfacing external devices to 8052	Book2,4
38	Interfacing hex key board-diagram			

39		external devices.	Interfacing hex key board-program	
40			Interfacing 16*2 liquid crystal display -diagram	
41			Instructions data set in LCD	
42			Example program of LCD	
43			Interfacing opto isolator diagram and program	
44			Interfacing relay diagram and program	
45			Interfacing DAC, diagram and program	

VI: Books References:

- 1 8085 Microprocessor, Ramesh Gaonkar, 5th edition ,PRI india.
2. 8051 microcontroller and embedded systems, M.A.Mazidi and J.G.Mazidi, Pearson
- 3 8051 Microcontroller ,Subrata Ghoshal, Pearson
4. Microprocessor and Microcontroller by B Ram, Dhanpat Roy Publications

VII: Notes:

1. There will be individual assignment, presentations /viva.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Microprocessor and Microcontroller			
M.Sc. VI Sem			
Goal : Students develop the ability to understand the fundamental of working of CPU and Microcontroller.			
Objective: The objective of this course is to accustom the students with the working of digital machines like computer and processors.			
12-15 Marks	8-11 Marks	05-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students develop the ability to design interfacing circuits and write assembly programs.	Students develop the ability understand and analyse given assembly program and interfacing circuits	Students develop the ability to understand the simple theories	% Students Need More Effort to understand the subject rather than cram it.

IX: Scheme of internal marks

Internal Assessment			Total 150	Final Internal Marks Out of 15
Presentation/viva out of 50	CCE out of 50	Assignment out of 50		

Program Outcomes

M.Sc. Mathematics

PO 1: Knowledge to understand the various texts of the mathematics such as Functional Analysis, Abstract Algebra, Real Analysis, Complex Analysis, Operations Research and Numerical Analysis and Integral Transforms etc. Develop mathematical ability in students to solve various types of subjective and practical problems.

PO 2: Provide detail knowledge and skill in different areas of Mathematics for their future and develop the intensive logical and analytical approach to solve real problems of pure and applied sciences.

PO 3: Motivate and prepare for research in different field of mathematics so they can apply their knowledge in the various branches of Mathematical Sciences like Analysis, Geometry, Algebra, Topology etc.

PO 4: Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various technique by applied subjects of mathematics.

PO 5: With intensive theoretical and practical knowledge the students will be able to develop the confidence for self-education and ability for lifelong learning in the field of mathematical.

PO 6: Provide the basic knowledge of Information Technology such as C, C++, DBMS etc. so that they become technological strong in computational based research work.

PO 7: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc.

PO 8: Apply the various Mathematical Techniques to solve real problems of Society with the knowledge of the subject.

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION (ISLE), INDORE**Lesson Plan****Subject: Advanced Abstract Algebra-I****Session: Jul-Dec****Class: M.Sc. - I Sem**

I: Objective of course: The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop a working knowledge of the central ideas of Field Theory like field extensions, splitting field and Galois theory.

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Semester examination carrying 85 marks. The Semester exam question paper contains 5 Questions with internal choice. The faculty member will award CCE marks based on Mid semester Test, Pre university Test, Presentation, Assignment and Class performance. The CCE marks of each paper is of 15 marks.

III: Course Outcomes (CO):

CO1 make the students learn about Eisenstein's irreducibility criterion which is quite helpful in the study of solvability of a polynomial.

CO2 Explain and discuss Extension fields and Roots of polynomials.

CO3 Students will justify statements with rigorous mathematical arguments through abstract algebra.

CO4 Introduce the students to advanced ideas such as Polynomial rings, Field theory, Algebraic closures, splitting fields and Galois theory.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	-	-	-	2	2
CO 2	3	2	2	2	-	-	2	2
CO 3	3	2	3	2	2	-	2	2
CO 4	3	2	2	-	2	-	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-I				
1	I	Normal & Subnormal series of groups, Composition series, Jordan-Holder series, Solvable & Nilpotent groups.	Introduction of paper and basic definitions.	B.N.1-5
2			Definitions of Normal & Subnormal series of groups and theorem.	B.N.1-5
3			Jordan-Holder theorem.	B.N.1-5
4			Solve the problems related to previous lecture.	B.N.1-5
5			Explain Solvable and theorems.	B.N.1-5
6			Theorems related to previous lecture.	B.N.1-5
7			Nilpotent groups.	B.N.1-5
8			Theorems related to previous lecture.	B.N.1-5
9			Theorems related to previous lecture.	B.N.1-5
CO: 3				
LO: Students will understand the Normal & Subnormal series of groups, Composition series, Jordan-Holder series, Solvable & Nilpotent groups.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra				
10	II	Algebraic extension of fields, Irreducible polynomials and Eisenstein criterion, Adjunction of roots, Algebraic and Transcendental extension of a field. Algebraically closed fields.	Irreducible polynomials and theorem.	B.N.1-5
11			Eisenstein criterion and examples.	B.N.1-5
12			Adjunction of roots and theorem.	B.N.1-5
13			Theorems related to previous lecture.	B.N.1-5
14			Kronecker theorem	B.N.1-5
15			Algebraic extension and Transcendental extension of fields and theorems.	B.N.1-5
16			Theorems related to previous lecture.	B.N.1-5
17			Algebraically closed fields.	B.N.1-5
18			Theorems related to previous lecture.	B.N.1-5
CO: 1				
LO: Students will understand the Algebraic extension of fields, Irreducible polynomials and Eisenstein criterion, Adjunction of roots, Algebraic and Transcendental extension of a field. Algebraically closed fields.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra				
19	III	Splitting fields, Normal extensions, Multiple roots, Finite fields, Seperable and Inseperable extension.	Define Splitting fields with examples.	B.N.1-5
20			Theorems related to previous lecture.	B.N.1-5
21			Normal extensions and theorem.	B.N.1-5
22			Multiple roots and theorems.	B.N.1-5
23			Finite fields and theorem.	B.N.1-5
24			Theorems related to previous lecture.	B.N.1-5
25			Seperable and Inseperable extension	B.N.1-5
26			Theorems related to previous lecture.	B.N.1-5
27			Theorems related to previous lecture.	B.N.1-5
CO: 2,4				
LO: Understand the basic rules of Splitting fields, Normal extensions, Multiple roots, Finite fields, Seperable and Inseperable extension.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra				
28	IV	Galois theory, Automorphism groups and fixed fields, Fundamental theorem of Galois theory, Fundamental theorem of algebra.	Automorphism groups and fixed field and theorem.	B.N.1-5
29			Theorems and examples related to previous lecture.	B.N.1-5
30			Theorems and examples related to previous lecture.	B.N.1-5
31			Fundamental theorem of Galois theory	B.N.1-5
32			Examples related to previous lecture.	B.N.1-5
33			Examples related to previous lecture.	B.N.1-5
34			Theorem of algebra.	B.N.1-5
35			Revision of I-IV Units	
36			Revision of I-IV Units	
CO: 4				
LO: Students learn the Galois theory, Automorphism groups and fixed fields, Fundamental theorem of Galois theory, Fundamental theorem of algebra.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra				
37	V	Application of Galois Theory to classical problems, Roots of unity and cyclotomic polynomials, Cyclic extensions, Polynomials solvable by radicals, Insolubility of general equation of degree 5 by radicals.	Roots of unity and cyclotomic polynomials and theorem.	B.N.1-5
38			Theorems related to previous lecture.	B.N.1-5
39			Theorems and examples related to previous lecture.	B.N.1-5
40			Cyclic extensions and theorem.	B.N.1-5
41			Theorems related to previous lecture.	B.N.1-5
42			Polynomials solvable by radicals and theorem.	B.N.1-5
43			Theorems related to previous lecture.	B.N.1-5
44			Theorems and examples related to previous lecture.	B.N.1-5
45			Rivision.	
CO: 3				
LO: Develop the skills to understand Application of Galois Theory to classical problems, Roots of unity and cyclotomic polynomials, Cyclic extensions, Polynomials solvable by radicals, Insolubility of general equation of degree 5 by radicals.				

Book References:

1. P.B. Bhattacharya, S.K. Jain and S.R. Nagpaul, Basic Abstract Algebra, Cambridge University Press.
2. I.N. Herstein, Topics in Algebra, Wiley Eastern, New Delhi.
3. N. Jacobson, Basic Algebra, Vol. I, II and VIII, Hindustan Publishing Company.
4. Surjeet Singh and Qazi Zameeruddin, Modern Algebra, Eighth edition, Vikas Publishing House.
5. V. Sahai & V. Bisht, Algebra, Narosa Publishing House.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Advanced Abstract Algebra-I			
M.Sc. I Sem			
Goal : The goal of this course is to introduce the study of abstract algebra and for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically Normal ,Subnormal series, Galois theory etc.			
Objective: This sequence provides an introduction to modern algebra. The sequence exposes students to Normal ,Subnormal series, Galois theory etc.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Advanced Abstract Algebra further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Advanced Abstract Algebra and further to develop understanding problems of Mathematics.	. % Students having understanding about mathematical functions	. % Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 60	Final Internal Marks Out of 15
MST (20)	PUT (20)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Real Analysis Paper II**
Dec**Session: Jul-****Class: M.Sc. First sem****I: Objective of course:**

Real Analysis is a course that develops this basic material in a systematic and rigorous manner in the context of real-valued functions of a real variable. The course will develop a deeper and more rigorous understanding of Analysis including defining terms and proving theorems about functions, sequences, series, limits, continuity, derivatives, the Riemann integrals, and sequences of functions.

II: Examination:

The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO1: Learn to prove various theorems about Riemann sums and Riemann integrals and emphasize the proofs' development. Analyze and evaluate Riemann-Stieltjes Integral and Its Properties, Sequences and Series of Functions.

CO2: Apply and verify Uniform convergence and its Continuity, Integration, differentiation.

CO3: Investigate and relate Some Special Functions like Power series, The Exponential and Logarithmic Functions, The Trigonometric Functions.

CO4: Skills to calculate the results of Functions of several variables. Can construct rigorous mathematical proofs of The Inverse function theorem, The Implicit function theorem Derivatives of higher order.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	3	1	2		3	
CO 2	3	3	3	1	3		3	
CO 3	3		3	1			3	
CO 4	3		3	1			3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	The Riemann-Stieltjes Integral	Definition and Existence of Integral	B.N. 1,2
2			Theorems related to above topic	B.N. 1,2
3			Theorems related to above topic	B.N. 1,2
4			Properties of the integral	B.N. 1,2
5			Theorems on above topic	B.N. 1,2
6			Differentiation of the integral	B.N. 1,2
7			Integration of Integral	B.N. 1,2
8			Theorems on above topic	B.N. 1,2
9			Fundamental theorem of calculus	B.N. 1,2
10			Theorem on integration by parts.	B.N. 1,2
CO: 1				
LO1: .Can describes fundamental properties of the real numbers that lead to the formal development of real analysis; and able to understand Definition and Existence of Riemann-Stieltjes Integral and Its Properties, Integration and differentiation, The fundamental theorem of Calculus, integration by parts.				
11	2	The Riemann-Stieltjes Integral, Sequences and Series of Functions	Integration of vector-valued functions	B.N. 1,2
12			Definition and theorem	B.N. 1,2
13			Rectifiable curves	B.N. 1,2
14			Definition and theorem	B.N. 1,2
15			Discussion of main problems	B.N. 1,2
16			Definition and examples	B.N. 1,2
17			Uniform convergence	B.N. 1,2
18			Definition and theorem	B.N. 1,2
19			Uniform convergence and Continuity	B.N. 1,2
CO: 1,2				
LO2: Students will able to find Integration of vector-valued functions, Rectifiable curves. Sequences and Series of Functions: Uniform convergence, Uniform convergence and Continuity.				
20	3	Sequences and Series of Functions	Uniform Convergence and Integration	B.N. 1,2
21			Definition and theorem	B.N. 1,2
22			Uniform convergence and differentiation	B.N. 1,2
23			Theorems on above topic	B.N. 1,2
24			Equicontinuous Families of Functions	B.N. 1,2
25			Theorems and examples	B.N. 1,2
26			Stone-Weierstrass theorem	B.N. 1,2
27			Definition and examples	B.N. 1,2
28			Theorems and examples	B.N. 1,2
CO: 2				
LO3: Determine and implement best practice to Uniform Convergence and Integration, uniform convergence and differentiation, Equicontinuous Families of Functions, Stone-Weierstrass theorem.				
29	4	Some Special	Power series	B.N. 1,2

30		Functions, Functions of several variables	Theorems and corollary	B.N. 1,2
31			The Exponential and Logarithmic Functions	B.N. 1,2
32			The Trigonometric Functions	B.N. 1,2
33			Theorems on above topics	B.N. 1,2
34			The Algebraic Completeness of the complex field	B.N. 1,2
35			Linear transformations	B.N. 1,2
36			Definition and examples	B.N. 1,2
37			Theorems on above topic	B.N. 1,2

CO: 3

LO4: appreciate how abstract ideas and rigorous methods in mathematical analysis can be applied to Some Special Functions: Power series, The Exponential and Logarithmic Functions, The Trigonometric Functions, The Algebraic Completeness of the complex field, Functions of several variables: linear transformations.

38	5	Functions of several variables	Differentiation: Preliminaries	B.N. 1,2
39			Definition, theorems and examples	B.N. 1,2
40			Chain rule, Partial derivatives	B.N. 1,2
41			Theorems and corollary	B.N. 1,2
42			The Contraction Principle	B.N. 1,2
43			The Inverse function theorem,	B.N. 1,2
44			The Implicit function theorem Derivatives of higher order.	B.N. 1,2
45			Differentiation of integrals.	B.N. 1,2

CO: 4

LO5: demonstrate an understanding of Functions of several variables: Differentiation, Chain rule, Partial derivatives, The Contraction Principle, The Inverse function theorem, The Implicit function theorem Derivatives of higher order, differentiation of integral.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. Walter Rudin, Principles of Mathematical Analysis, McGraw Hill.
2. T.M. Apostol, Mathematical Analysis Narosa.
3. H.L. Royden, Real Analysis, Macmillan (Indian Edition)

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Real Analysis			
M.Sc. I Sem.			
Goal: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc. Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various techniques by applied subjects of mathematics.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 60	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION (ISLE), INDORE

Lesson Plan

Subject: Topology-I

Session: Jul - Dec

Class: M.Sc. - I Semester

I: Objective of course: The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop knowledge of Topology .

II: Examination:

III: Course Outcomes (CO):

CO 1: Recognize sets and properties of sets , different sets and operations on sets , finite and Infinite sets, countable and uncountable sets. Understand well ordered sets and contour's Theorem.

CO 2: Understand about topological spaces, Bases, order topology, product topology.

CO 3: Students will understand closed sets, interior, exterior and neighborhood of a set. Connected spaces and path connectedness.

CO 4: Recognize first and second countable spaces , separable spaces and Housdroff space.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	-	2	-	3	2
CO 2	3	2	2	-	2	-	2	2
CO 3	3	2	2	-	2	-	3	2
CO 4	3	2	2	-	2	-	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
1	I	Finite and infinite sets. Countable and uncountable sets. Schroeder-Bernstein Theorem. Axiom of Choice. Well-ordered set. Cardinal numbers and its arithmetic. Cantor's Theorem. The Continuum Hypothesis. Zorn's Lemma.	Introduction of paper and basic definitions.	B.N.1-4
2			Definitions of Finite and infinite sets	B.N.1-4
3			Theorem on above topics	B.N.1-4
4			Countable and uncountable sets	B.N.1-4
5			Theorem on above topics	B.N.1-4
6			Schroeder-Bernstein Theorem.	B.N.1-4
7			Axiom of Choice and Well-ordered set	B.N.1-4
8			Cardinal numbers and its arithmetic. Cantor's Theorem.	B.N.1-4
9			The Continuum Hypothesis. Zorn's Lemma.	B.N.1-4
CO:1				
LO: Students understand the Finite and infinite sets. Countable and uncountable sets. Schroeder-Bernstein Theorem. Axiom of Choice. Well-ordered set. Cardinal numbers and its arithmetic. Cantor's Theorem. The Continuum Hypothesis. Zorn's Lemma.				
Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
10	II	Definition and examples of topological space. Bases and Sub bases. Order topology, Product topology. Subspaces and relative topology	Introduction Topology	B.N.1-4
11			Definition and examples of topological space	B.N.1-4
12			Theorems related to previous lecture	B.N.1-4
13			Bases and Sub base	B.N.1-4
14			Theorems related to previous lecture	B.N.1-4
15			Product topology	B.N.1-4
16			Theorems related to previous lecture.	B.N.1-4

17			Subspaces and relative topology	B.N.1-4
18			Theorems related to previous lecture.	B.N.1-4
CO: 2				
LO: Students understand the Definition and examples of topological space. Bases and Sub bases. Order topology, Product topology. Subspaces and relative topology				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
19	III	Closed sets and Limit points. Closure of a set. Dense subsets. Interior, exterior and boundary of sets. Neighborhoods and Neighborhood system. Continuous functions and Homeomorphism. Examples.	Introduction	B.N.1-4
20			Closed sets and Limit points, definition, with examples	B.N.1-44
21			Closure of a set. Dense subsets.	B.N.1-4
22			Theorems related to above topics.	B.N.1-4
23			Interior, exterior and boundary of sets.	B.N.1-4
24			Neighborhoods and Neighborhood system.	B.N.1-4
25			Continuous functions	B.N.1-4
26			Theorems related to previous lecture.	B.N.1-4
27			Homeomorphism. Examples	B.N.1-4
CO: 3				
LO: Understand the Closed sets and Limit points. Closure of a set. Dense subsets. Interior, exterior and boundary of sets. Neighborhoods and Neighborhood system. Continuous functions and Homeomorphism. Examples.				
Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
28	IV	Connected Spaces. Connected subspaces of the	Introduction.	B.N.1-4
29			Connected Spaces. Connected subspaces	B.N.1-4

30	Real Line, Path Connectedness. Components and Local Connectedness.	Theorems and examples related to previous lecture.	B.N.1-4
31		subspaces of the Real Line	B.N.1-4
32		Path Connectedness..	B.N.1-4
33		Theorems related to above topics.	B.N.1-4
34		Components	B.N.1-4
35		Local Connectedness	B.N.1-4
36		Theorems related to above topics	B.N.1-4
CO: 4			
LO: Understand the basic rules of Connected Spaces. Connected subspaces of the Real Line, Path Connectedness. Components and Local Connectedness.			

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
37	V	The countability axioms: First and Second countable space, Lindeioff's Theorem, Separable space, Second Countability and Separability. Housdorff Space	The countability axioms	B.N.1-4
38			First and Second countable space	B.N.1-4
39			Theorems and examples related to previous lecture.	B.N.1-4
40			Lindeioff's Theorem	B.N.1-4
41			Theorems related to previous lecture.	B.N.1-4
42			Separable space	B.N.1-4
43			Second Countability and Separability.	B.N.1-4
44			Theorems and examples related to previous lecture.	B.N.1-4
45			Housdorff Space	
CO: 4				

LO: Students understand the The countability axioms: First and Second countable space, Lindelöf's Theorem, Separable space, Second Countability and Separability .Hausdorff Space.

Book References:

1. James R. Munkres, Topology, A First Course, Prentice Hall of India Pvt. Ltd. New Delhi.
2. G.F. Simmons. Introduction to Topology and Modern Analysis. McGraw Hill.
3. K. D. Joshi ; Introduction to general Topology, Kelley, Eastern
4. K. P. Gupta:- Topology; Pragati Prakashan.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Topology -I			
M.Sc. I Semester			
Goal: Students develop the ability to prepare and analyze increasingly complex logical statements. Topics include an overview of set theory and related topics			
Objective: Students gain understanding of the sets functions and Topology provide them tools and techniques to be used in the application , and enable them to analyze and understand the mathematical problems.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of set and operation, topological concepts and use it in deduction of the proof,	% Students having the set and operation, topological concepts,	% Students having understanding set and operation, topologyl	% Students Need More Efforts for Basic Concept set and operation, topological idea.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Complex Analysis-I, Paper IV****Session: Jul-Dec****Class: M.Sc. First sem****I: Objective of course:**

This course is aimed to provide an introduction to the theories when the real numbers are replaced by the complex numbers in the definition of the derivative of a function. These functions, usually known as holomorphic functions, have numerous applications in areas such as engineering, physics, differential equations and number theory to name just a few.

II: Examination:

The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1: Introduction to the holomorphic functions and their most important basic properties. The concepts of Complex numbers, functions, limits and differentiability, Cauchy-Riemann relations introduced to learn.

CO 2: Able to learn about the applications of Complex integration and Integration is along paths in the complex plane. The central result of this spectacularly beautiful part of mathematics is Cauchy's Theorem guaranteeing that certain integrals along closed paths are zero.

CO 3: Interpret and solve a variety of power series like Taylor and Laurent with complex functions are presented. Understand application of Rouch's Theorem and Schwarz' Lemma.

CO 4: Describe bilinear transformation and conformal mappings between various plane regions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	3		2		3	
CO 2	3	1	3		2		3	
CO 3	3	2	3	3			3	
CO 4	3	2	3	2	2		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Complex numbers and Analytic function	Complex numbers.	B.N. 1,2
2			Geometrical representation	B.N. 1,2
3			Complex conjugate, Modulus and argument,	B.N. 1,2
4			Properties of modulus, Properties of arguments	B.N. 1,2
5			Inequalities of modulus	B.N. 1,2
6			Cauchy's inequality, Demoiver's theorem	B.N. 1,2
7			Limit and continuity, Continuous function	B.N. 1,2
8			Uniform continuity, Analytic function,	B.N. 1,2
9			Cauchy's Riemann equations.Necessary and sufficient condition for f (z) to be analytic.	B.N. 1,2
10			Conjugate functions, Harmonic functions.	B.N. 1,2
CO: 1				
LO 1: Explain the fundamental concepts of complex analysis and their role in modern mathematics and applied contexts, and able to understand Analytic function, Cauchy's Riemann equations [Necessary and sufficient condition for f(z) to be analytic], Conjugate functions, Harmonic functions.				
11	2	Complex Integration	Complex integration.	B.N. 1,2
12			Some facts about Integration along a contour C	B.N. 1,2
13			Examples on Complex integration	B.N. 1,2
14			Cauchy's fundamental theorem.	B.N. 1,2
15			Cauchy –Goursat theorem.	B.N. 1,2
16			Cauchy integral formula.	B.N. 1,2
17			First order derivatives	B.N. 1,2
18			Higher order derivatives	B.N. 1,2
19			Extension of the Cauchy's theorem to multiply connected regions.	B.N. 1,2
20			Problems on Cauchy's integral.	B.N. 1,2
CO: 2				
LO 2: Demonstrate accurate and efficient use of complex analysis techniques to Complex integration, Cauchy's fundamental theorem, Cauchy–Goursat theorem, Cauchy integral formula, higher order derivatives, extension of the Cauchy's theorem to multiply connected regions.				
21	3	Complex Integration	Morera's theorem.	B.N. 1,2
22			Cauchy's inequality.	B.N. 1,2
23			Liouville's theorem.	B.N. 1,2
24			Corollary and Lemma on above topics.	B.N. 1,2
25			the fundamental theorem of algebra.	B.N. 1,2

26			Application of fundamental theorem.	B.N. 1,2
27			Taylor's theorem.	B.N. 1,2
28			Problems based on Taylor's theorem.	B.N. 1,2

CO: 3

LO 3: Develop the skills to understand Morera's theorem, Cauchy's inequality, Liouville's theorem, the fundamental theorem of algebra, Taylor's theorem and its Problems.

29	4	Complex Integration	The Maximum modulus principal.	B.N. 1,2
30			Schwartz lemma.	B.N. 1,2
31			Corollary and Lemma on above topics	B.N. 1,2
32			Laurent series.	B.N. 1,2
33			Problems based on Laurent's series.	B.N. 1,2
34			Uniqueness of Laurent expansion.	B.N. 1,2

CO: 3

LO4: Demonstration capacity through analyzing, proving and explaining concepts to the Maximum modulus principal, Schwartz lemma, Laurent series, problems based on it, Uniqueness of Laurent expansion.

35	5	Bilinear Transformation and Conformal Mapping	Bilinear Transformation.	B.N. 1,2
36			Fixed points, Critical points.	B.N. 1,2
37			Problems on above topics.	B.N. 1,2
38			Cross Ratio and its theorem.	B.N. 1,2
39			Normal form of a Bilinear Transformation.	B.N. 1,2
40			Problems on Bilinear Transformation.	B.N. 1,2
41			Mapping by Elementary Transformation (Transition, Rotation)	B.N. 1,2
42			Mapping by Elementary Transformation (Magnification, Rotation, Magnification, Inversion)	B.N. 1,2
43			Conformal mapping and its examples.	B.N. 1,2
44			Necessary and sufficient condition for conformal mapping.	B.N. 1,2
45			Miscellaneous topics.	B.N. 1,2

CO: 4

LO5: Understanding of the theory of Bilinear Transformation, Fixed points, Critical points, cross Ratio, normal form of a Bilinear Transformation, Problems on Bilinear Transformation, Mapping by Elementary Transformation, Necessary and sufficient condition for conformal mapping.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. J.B. Convey, Functions of one complex variable, Springer – verlag
2. Complex Analysis – Dr. Brijendra singh, Dr. Varsha Karanjogkar, Dr. R.S. Chandel, Golden Valley Publications Agra.
3. S. Ponnuswamy, Foundations of complex analysis, Narosa Publishing House.
4. L.V. Ahlfors, Complex analysis, McGraw Hill

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Complex Analysis-I			
M.Sc. I Sem.			
Goal: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc. Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various techniques by applied subjects of mathematics.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 60	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Programming in C-I****Session: Jul-Dec****Class: MSC-I Sem****I: Objective of course:** To aware with the Basic programming c language where we used the structured programming.

II: Examination: The internal examination will carry 15% marks i.e. 15 marks. The theory examination will be of 50% marks i.e. 50 marks. The practical examination will be of 35% marks i.e. 35 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 The course is designed to provide complete knowledge of C language. Students will be able to develop logics which will help them to create programs, applications in C
- CO2 Develops the use of the C programming language to implement various algorithms, and develops the basic concepts and terminology of programming in general.
- CO3 Understand basic Structure of the C-PROGRAMMING, declaration and usage of variables. Exercise conditional and iterative statements to Write C program by using operators.
- O4 Understanding a defensive programming concept. Ability to handle possible errors during program execution

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3		3	3	2	3	3
CO 2	2		2	3	2		2	2
CO 3	2	3	3	2	2	3	3	3
CO 4	2	3	3	2	2	3		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO: . Student learned what’s the use of constant, variable, keywords, data-type Size of data types, scalar data types in c programs				
1	1	Overview of c- language	Introduction to c programming	B.N. 2
2			Explain the basic structure of c programming	B.N.2
3			use of constant, variable, keywords,	B.N.2
4			data-type Size of data types	B.N.1
5			scalar data types in c programs	B.N.1
6			Lab 1	B.N.2
7			Lab-2	B.N.2
CO: I,II				
LO: Use of different types of operators like arithmetic operator ,logical operator ,relational operator, conditional expression input output function.				
8	2	Array and multidimensional Array	Use of different types of operators	B.N.1
9			arithmetic operator	B.N. 2
10			logical operator	B.N.2
11			relational operator, conditional expression	B.N. 1
12			input output function	B.N. 1
13			Lab 3	B.N. 2
14			Lab-4	B.N. 2
CO:1 ,III				

LO: Conditional branching if, if-else, nested if –else ,while loop do-while loop and for loop used in c-programming

15	3	Control flow	Conditional branching if, if-else	B.N.1
16			nested if –else	B.N.1
17			Use of While loop	B.N.1
18			Use of DO-While loop	B.N.1
19			Use of For loop	B.N.2
20			Lab-5	B.N.2
21			Lab-6	B.N.2

CO: IV

LO: Use of break ,continue, go-to ,exit ,switch statement in c- language

22	4	Control statement	Use of break statement	B.N.2
23			Use of continue statement	B.N.1
24			Use of goto statement	B.N.1
25			Use of switch statement	B.N.1
26			Lab-7	B.N.1
27			Lab-8	B.N.1

CO:IV

LO: Use of enumeration type, void data type, processor directives, formatting source file ,integer and float conversion.

28	5	Type conversion mixing types explicit conversion	Use of enumeration type	B.N. 2
29			void data type	B.N. 2
30			processor directives	B.N. 1
31			formatting source file	B.N. 1

VI: Book References:

- 1 C programming Brian W. Kernighan and Dennis M. Ritchie, PHI
- 2 "Let Us C" - Y.Kanetkar or "C: The complete reference" - Herbert Schildt

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: **C programming I**

MSC I Sem

Goal : The **study** c programming language focuses on the use of different data types size of data types use of function conditional statement control statement and use of different operators Use of enumeration use of type processor directives.

Objective: To aware with the Basic programming c language where we used the structured programming..

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of c programming use of constant, variable, keywords, data-type Size of data types	% Students having the basic concept of c programming arithmetic operator ,logical operator ,relational operator, conditional expression input output function.	% Students having understanding about c programming with different loop.	% Students Need More Efforts for c programming

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY (ISLE), INDORE**Lesson Plan****Subject: Advanced Abstract Algebra -II****Session: Jul-Dec****Class:M.Sc. - II Sem**

I: Objective of course: The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop a working knowledge of the central ideas of modules, finitely generated modules, Noetherian & Artinian modules.

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Semester examination carrying 85 marks. The Semester exam question paper contains 5 Questions with internal choice. The faculty member will award CCE marks based on Mid semester Test, Pre university Test, Presentation, Assignment and Class performance. The CCE marks of each paper is of 15 marks.

III: Course Outcomes (CO):

CO1 : Students will see and understand the connection and transition between previously studied mathematics and more advanced mathematics. The students will actively participate in the transition of important concepts in advanced abstract mathematics.

CO2 Demonstrate capacity for mathematical reasoning through analyzing, Proving and explaining concepts from advanced algebra.

CO3 Understand the concepts of Modules, Noetherian Artinian modules, Nilpotent Transformations and the Algebra of Linear Transformation etc.

CO4 Generalized Jordan form Understand the concepts of Decomposition theorem, Uniqueness of the decomposition over any field and Rational canonical form etc.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	2	2	-	2	2
CO 2	3	2	2	2	2	-	2	2
CO 3	3	-	2	-	2	-	2	2
CO 4	3	2	3	2	2	-	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-II				
1	I	Introduction to Modules.Examples, Submodules and direct sums, Cyclic module, R-homomorphisms and Quotient modules, Isomorphism.	Introduction of syllabus.	B.N.1-4
2			Introduction to Modules,Examples.	B.N.1-4
3			Introduction to Submodules,Examples.	B.N.1-4
4			Theorems based on previous lecture.	B.N.1-4
5			R-homomorphisms and Quotient modules,examples.	B.N.1-4
6			Theorems based on previous lecture.	B.N.1-4
7			Fundamental theorem of R-homomorphism.	B.N.1-4
8			Theorems and examples based on previous lecture.	B.N.1-4
9			Theorems and examples based on previous lecture.	B.N.1-4
CO: 2				
LO1: Students learn the Introduction to Modules.Examples, Submodules and direct sums, Cyclic module, R-homomorphisms and Quotient modules and Isomorphism.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-II				
10	II	Completely reducible modules Schur's lemma, Free modules, Representation of linear mappings, Rank of linear mapping.	Completely reducible modules and theorem.	B.N.1-4
11			Theorems based on previous lecture.	B.N.1-4
12			Free modules and theorems.	B.N.1-4
13			Theorems based on previous lecture.	B.N.1-4
14			Theorems based on previous lecture.	B.N.1-4
15			Representation of linear mappings ,theorem	B.N.1-4
16			Theorems and examples based on previous lecture.	B.N.1-4
17			Rank of linear mapping.	B.N.1-4
18			Theorems and examples based on previous lecture.	B.N.1-4
CO: 1				
LO: Understand the Completely reducible modules Schur's lemma, Free modules, Representation of linear mappings, Rank of linear mapping.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-II				
19	III	Noetherian & Artinian modules and rings, Hilbert basis theorem.Weddeburn-Artin theorem.	Theorem (Hom_R)	B.N.1-4
20			Noetherian & Artinian modules and theorem.	B.N.1-4
21			Theorems and examples based on previous lecture.	B.N.1-4
22			Theorems and examples based on previous lecture.	B.N.1-4
23			Hilbert basis theorem.	B.N.1-4
24			Examples	B.N.1-4
25			Weddeburn-Artin theorem.	B.N.1-4
26			Theorems based on previous lecture.	B.N.1-4
27			Theorems based on previous lecture.	B.N.1-4
CO: 3				
LO: Students will be able to understand Noetherian & Artinian modules and rings, Hilbert basis theorem.Weddeburn-Artin theorem.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-II				
28	IV	Uniform modules, Primary modules, Finitely generated modules over a PID, Decomposition theorem, Uniqueness of the decomposition. Application to finitely generated abelian groups.	Uniform modules, Primary modules and theorem.	B.N.1-4
29			Theorems based on previous lecture.	B.N.1-4
30			Theorems based on previous lecture.	B.N.1-4
31			Noether – Lasker theorem.	B.N.1-4
32			Decomposition theorem	B.N.1-4
33			Uniqueness of the decomposition	B.N.1-4
34			Theorems based on previous lecture.	B.N.1-4
35			Application to finitely generated abelian groups.	B.N.1-4
36			Rivision	
CO: 4				
LO: Students learn the Uniform modules, Primary modules, Finitely generated modules over a PID, Decomposition theorem, Uniqueness of the decomposition. Application to finitely generated abelian groups.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra-II				
37	V	Linear Transformation ,The Algebra of Linear Transformation , Characteristic Roots, Canonical forms (Triangular form, Nilpotent Transformations, Generalized Jordan form over any field, Rational canonical form).	Rational Canonical form ,theorem.	B.N.1-4
38			Theorems based on previous lecture.	B.N.1-4
39			Theorems based on previous lecture.	B.N.1-4
40			Generalized Jordan form over any field,theorem	B.N.1-4
41			Theorems based on previous lecture.	B.N.1-4
42			Theorems based on previous lecture.	B.N.1-4
43			Linear Transformation ,The Algebra of Linear Transformation, Characteristic Roots,	B.N.1-4
44			Theorems based on previous lecture.	B.N.1-4
45			Theorems based on previous lecture.	B.N.1-4
CO: 3,4				
LO: Students will be able to understand Linear Transformation ,The Algebra of Linear Transformation, Characteristic Roots, Canonical forms (Triangular form, Nilpotent Transformations, Generalized Jordan form over any field, Rational canonical form).				

Book References:

- 1.P.B.Bhattacharya, S.K.Jain and S.R. Nagpaul, Basic Abstract Algebra, Cambridge University Press.
- 2 I.N.Herstein,Topics in Algebra,Wiley Eastern,New Delhi
- 3.V.Sahai & V.Bisht,Algebra,Narosa Publishing House
- 4.N. Jacobson, Basic Algebra I and II, 2nd Ed., W. H. Freeman, 1985 and 1989

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Advanced Abstract Algebra-II			
M.Sc. II Sem			
Goal : The goal of this course is to introduce the study of abstract algebra and for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically Modules, submodules etc.			
Objective: This sequence provides an introduction to modern algebra. The sequence exposes students to Modules, submodules etc.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Advanced Abstract Algebra further to develop understanding problems of Mathematics and solve .	% Students having the basic concept of Advanced Abstract Algebra and further to develop understanding problems of Mathematics.	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 60	Final Internal Marks Out of 15
MST (20)	PUT (20)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Lebesgue Measure & Integration, Paper II****Session: Jan-Jun****Class: M.Sc. Second sem****I: Objective of course:**

The aim of this course is to learn the basic elements of Measure Theory, with related discussions on applications. Measure theory provides a foundation for many branches of mathematics.

II: Examination:

The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO1: Application of measure theory is a part of the basic curriculum; develop Revision of basic tools, including in particular the concept of countable/uncountable sets.

CO2: Learn to apply and verify Abstract measure theory - σ -algebras, measurable sets, Lebesgue measure and its properties.

CO3: Able to learn about the applications of Functions of Bounded Variation, Investigate and relate The L^p -spaces, The Holder and Minkowski Inequalities.

CO4: Analyze and evaluate Convergence and Completeness and learn to treat various theorems like Riesz-Fischer, Riesz Representation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	3	1	2		3	
CO 2	3	2	3	1	3		3	
CO 3	3		3		3		3	
CO 4	3	3	3	1			3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Lebesgue Measure.	F_σ, G_δ sets, Borel sets.	B.N. 1,3,4
2			Introduction to Lebesgue Outer Measure,	B.N. 1,3,4
3			Proposition and lemma	B.N. 1,3,4
4			Measurable sets and Lebesgue Measure,	B.N. 1,3,4
5			Proposition and lemma	B.N. 1,3,4
6			Theorems on Lebesgue Measure,	B.N. 1,3,4
7			Non-Measurable sets.	B.N. 1,3,4
8			Proposition and lemma	B.N. 1,3,4
CO: 1				
LO1: Students will able to find F_σ, G_δ sets, Introduction to Lebesgue Outer Measure, Measurable sets and Lebesgue Measure, Non-Measurable sets.				
9	2	Lebesgue Measure and Lebesgue Integral	Measurable Functions.	B.N. 1,3,4
10			Egoroff's theorem.	B.N. 1,3,4
11			Lusin's theorem.	B.N. 1,3,4
12			Little-wood's Three Principles.	B.N. 1,3,4
13			A non-Borel Measurable Set.	B.N. 1,3,4
14			Proposition and lemma on above topics	B.N. 1,3,4
15			The Riemann Integral.	B.N. 1,3,4
16			The Lebesgue Integral of a Bounded Function over a set of Finite Measure.	B.N. 1,3,4
17			Proposition and lemma on above topics.	B.N. 1,3,4
CO: 2				
LO2: Develop the skills to understand Measurable Functions, Egoroff 'theorem, Lusin's theorem, Little-wood's Three Principles, A non-Borel Measurable Set. The Lebesgue Integral of a Bounded Function over a set of Finite Measure.				
18	3	Lebesgue Integral and Differentiation	The Integral of a Non-Negative Function.	B.N. 1,3,4
19			Fatou's lemma	B.N. 1,3,4
20			Monotone convergence theorem	B.N. 1,3,4
21			Propositions and corollary	B.N. 1,3,4
22			The General Lebesgue Integral	B.N. 1,3,4
23			.Lebesgue convergence theorem	B.N. 1,3,4
24			Convergence in Measure.	B.N. 1,3,4
25			Differentiation of Monotone Functions,	B.N. 1,3,4
26			Vitali's lemma	B.N. 1,3,4
27			The Four Derivatives.	B.N. 1,3,4

CO: 2

LO3: Understanding of the theory on the basis of examples of application on The Integral of a Non-Negative Function, The General Lebesgue Integral, Convergence in Measure, Differentiation of Monotone Functions, The Four Derivatives.

28	4	Differentiation and Integration, Spaces.	Functions of Bounded Variation.	
29			Lemma, theorems and corollary	B.N. 1,3,4
30			Differentiation of an Integral.	B.N. 1,3,4
31			Lemma and theorems	B.N. 1,3,4
32			Absolute Continuity.	B.N. 1,3,4
33			Convex Functions.	B.N. 1,3,4
34			Jensen Inequality.	B.N. 1,3,4
35			Lemma and theorems	B.N. 1,3,4
36			The L^p -spaces.	B.N. 1,3,4
37			The Holder and Minkowski Inequalities.	B.N. 1,3,4

CO: 3

LO4: Determine and implement best practice to Functions of Bounded Variation, Differentiation of an Integral, Absolute Continuity, Convex Functions, Jensen's Inequality. The L^p -spaces, The Holder and Minkowski Inequalities.

38	5	The Classical Banach Spaces	Convergence and Completeness.	B.N. 1,3,4
39			Definition and proposition	B.N. 1,3,4
40			Riesz-Fischer Theorem,	B.N. 1,3,4
41			Approximation in L^p ,	B.N. 1,3,4
42			Lemma, definition and proposition.	B.N. 1,3,4
43			Bounded Linear Functionals on the L^p -spaces ,	B.N. 1,3,4
44			Lemma, definition and proposition.	B.N. 1,3,4
45			Riesz Representation Theorem.	B.N. 1,3,4

CO: 4

LO5: Student can recognize Convergence and Completeness, understand the proof of Riesz-Fischer Theorem, Approximation in L^p , Bounded Linear Functional on the L^p -spaces , Riesz Representation Theorem

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. H.L. Royden, Real Analysis Third Edition, PHI.
2. Walter Rudin, Principles of Mathematical Analysis, McGraw-Hill, International Student Edition
3. G. De Barra. Measure Theory and Integration, Wiley Eastern (Indian Edition).
4. Inder K Rana, An Introduction to Measure and Integration, Second Edition, Narosa Publication.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Lebesgue Measure & Integration			
M.Sc. II Sem			
Goal: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc. Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various techniques by applied subjects of mathematics.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 60	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION (ISLE), INDORE

Lesson Plan

Subject: Topology-II

Session: Jul - Dec

Class: M.Sc. - II Semester

I: Objective of course: The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop knowledge of Topology .

II: Examination:

III: Course Outcomes (CO):

CO1: Recognize continuous functions , compact sets. Understand the compactness of a set , Sequential compact and countable compactness.

CO 2: Understand separation axiom. Understand between regular and normal spaces. Importance of Urysohn's lemma and Tietze's extension theorem, product topology and embedding.

C0 3: Understand difference between Nets and filters and conversion of one into other.

C04: Student will understand fundamental group , homotopy of a path and fundamental Theorem of algebra.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	-	2	-	3	2
CO 2	3	2	2	-	2	-	2	2
CO 3	3	2	2	-	2	-	3	2
CO 4	3	2	2	-	2	-	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
1	I	Compactness, Continuous functions and compact sets, Basic properties of	Introduction of paper and basic definitions.	B.N.1-4
2			Definitions of Compactness, Continuous functions and compact sets,	B.N.1-4
3			Basic properties of compactness	B.N.1-4

4		compactness. Compactness and F.I.P. (Finite intersection property). Sequential and countably compact spaces. Local compactness and one point compactification. Compactness in metric space. Equivalence of compactness. Countable compactness.	Compactness and F.I.P. (Finite intersection property)	B.N.1-4
5			Theorem on above topics	B.N.1-4
6			Sequential and countably compact spaces.	B.N.1-4
7			Local compactness and one point compactification.	B.N.1-4
8			Compactness in metric space.	B.N.1-4
9			Equivalence of compactness. Countable compactness..	B.N.1-4

CO 1

LO: Students understand the Compactness, Continuous functions and compact sets, Basic properties of compactness. Compactness and F. I. P. (Finite intersection property). Sequential and countably compact spaces. Local compactness and one point compactification . Compactness in metric space. Equivalence of compactness. Countable compactness.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
10	II	Separation axioms. Regular and Normal spaces. Urysohn's Lemma. Tietze's Extension Theorem	Introduction	B.N.1-4
11			Definition of Separation axioms	B.N.1-4
12			Theorems related to previous lecture	B.N.1-4
13			Regular and Normal spaces	B.N.1-4
14			Theorems related to previous lecture	B.N.1-4
15			Urysohn's Lemma	B.N.1-4
16			Theorems related to previous lecture.	B.N.1-4
17			Tietze's Extension Theorem	B.N.1-4

18			Theorems related to previous lecture.	B.N.1-4
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CO: 2

LO: Students understand the Separation axioms. Regular and Normal spaces. Urysohn's Lemma. Tietze's Extension Theorem.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
19	III	Tychnoff product topology in terms of standard sub-base and its characterizations, Embedding and metrization. Embedding lemma and Tychnoff embedding. The Urysohn's metrization	Introduction	B.N.1-4
20			Tychnoff product topology in terms of standard sub-base	B.N.1-44
21			Tychnoff product characterizations,	B.N.1-4
22			Theorems related to above topics.	B.N.1-4
23			Embedding and metrization.	B.N.1-4
24			Embedding lemma.	B.N.1-4
25			Tychnoff embedding.	B.N.1-4
26			Theorems related to previous lecture.	B.N.1-4
27			The Urysohn's metrization	B.N.1-4

CO: 2

LO: Understand the basic rules of Tychnoff product topology in terms of standard sub-base and its characterizations, Embedding and metrization . Embedding lemma and Tychnoff embedding. The Urysohn's metrization .

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
28	IV	Nets and filters. Topology and convergence of nets. Hausdorffness and nets. Compactness and nets. Filters	Introduction.	B.N.1-4
29			Nets and filters	B.N.1-4
30			Topology and convergence of nets.	B.N.1-4
31			Theorems related to above topics	B.N.1-4

32	and their convergence. Canonical way of converting nets to filters. Ultra-filters and compactness.	Hausdorffness and nets.	B.N.1-4
33		Compactness and nets.	B.N.1-4
34		Filters and their convergence.	B.N.1-4
35		Canonical way of converting nets to filters	B.N.1-4
36		Ultra-filters and compactness	B.N.1-4

CO: 3

LO: Students understand the Nets and filters. Topology and convergence of nets. Hausdorffness and nets. Compactness and nets. Filters and their convergence. Canonical way of converting nets to filters. Ultra-filters and compactness.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-III Topology-I				
37	V	The Fundamental group and covering spaces- Homotopy of paths. The Fundamental group of the circle and the fundamental theorem of algebra.	The Fundamental group	B.N.1-4
38			Covering spaces	B.N.1-4
39			Theorems and examples related to previous lecture.	B.N.1-4
40			Homotopy of paths.	B.N.1-4
41			Theorems related to previous lecture.	B.N.1-4
42			The Fundamental group of the circle	B.N.1-4
43			Theorems and examples related to previous lecture.	B.N.1-4
44			Fundamental theorem of algebra.	B.N.1-4
45			Theorems and examples related to previous lecture.	

CO: 4

LO: Understand the basic rules of The Fundamental group and covering spaces- Homotopy of paths. The Fundamental group .Covering spaces. The Fundamental group of the circle and the fundamental theorem of algebra.

Book References:

1. James R. Munkres, Topology, A First Course, Prentice Hall of India Pvt. Ltd. New Delhi.
2. G.F. Simmons. Introduction to Topology and Modern Analysis. McGraw Hill.
3. K. D. Joshi ; Introduction to general Topology, Kelley, Eastern
4. K. P. Gupta:- Topology; Pragati Prakashan.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

Subject: Topology -I			
M.Sc. I Semester			
Goal: Students develop the ability to prepare and analyze increasingly complex logical statements. Topics include an overview of Compactness and Continuous functions , Separation axioms. Regular and Normal spaces			
Objective: Students gain understanding of the sets functions and Topology provide them tools and techniques to be used in the application , and enable them to analyze and understand the mathematical problems.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of Compactness and Continuous functions, topological concepts and use it in deduction of the proof,	% Students having the set and operation, topological concepts,	% Students having understanding operation in topology	% Students Need More Efforts for Basic Concept compactness and operation, topological idea.
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Complex Analysis-II, Paper IV****Session: Jan-Jun****Class: M.Sc. Second sem.****I: Objective of course:**

This course is intended both for continuing mathematics students and for other students using mathematics at a high level in theoretical physics, engineering and information technology, and mathematical economics.etc.

II: Examination:

The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1: Compute the isolated singularity of a function and use the residue theory to evaluate a contour integral or an integral over the real line.

CO 2: Useful techniques for evaluating real integrals based on the 'calculus of residues'.

CO 3: The skills of observation and drawing logical reasoning from the theorems to interpret and solve a variety of integral.

CO 4: Able to learn about the applications of Gamma function, Infinite product, Analytic Continuation, Schwartz reflection principle, etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	3	3	2		3	
CO 2	3		3				3	
CO 3	3	2	3	3	2		3	
CO 4	3	2	3	3	2		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Singularities	Isolated Singularities.	B.N. 1,2,4
2			Problems based on Singularities.	B.N. 1,2,4
3			Related theorems	B.N. 1,2,4
4			Meromorphic functions.	B.N. 1,2,4
5			Poles and zeros, N - P theorem.	B.N. 1,2,4
6			The argument principle.	B.N. 1,2,4
7			Problems on related topics.	B.N. 1,2,4
8			Rouche's theorem,	B.N. 1,2,4
9			Problem based on Rouche's theorem.	B.N. 1,2,4
CO: 1				
LO 1: Students will able to define Isolated Singularities, can find types of Singularities, Poles and zeros, N-P theorem, the argument principle, Rouche's theorem and its Problem.				
10	2	Calculus of Residues.	Residues, Computation of Residue at a finite pole,	B.N. 1,2,4
11			Practice problems and related theorems.	B.N. 1,2,4
12			Cauchy's Residue theorem.	B.N. 1,2,4
13			Problems based on Residue.	B.N. 1,2,4
14			Practice problems.	B.N. 1,2,4
15			Integration Round the circle.	B.N. 1,2,4
16			Practice problems.	B.N. 1,2,4
17			Evaluation of the integral $\int_0^{2\pi} f(cos\theta, Sin\theta)d\theta$.	B.N. 1,2,4
18			Practice problems.	B.N. 1,2,4
19			Related theorem.	B.N. 1,2,4
CO: 2				
LO 2: Effective use of mathematical skills to solve the Residues, Computation of Residue at a finite pole, use the residue theorem to evaluate a contour integral, Integration Round the circle, Evaluation of the integral $\int_0^{2\pi} f(Cos\theta, Sin\theta)d\theta$.				
20	3	Calculus of Residues.	Jordan's inequality, Jordan's lemma.	B.N. 1,2,4
21			Evaluation of improper real integrals of the type $\int_{-\infty}^{\infty} f(z)dz$.	B.N. 1,2,4
22			Practice problems.	B.N. 1,2,4
23			Evaluation of integrals $\int_{-\infty}^{\infty} f(z)dz$ when poles of f (z) lie on real axis.	B.N. 1,2,4
24			Practice problems.	B.N. 1,2,4

25		Integrals of the type $\int_0^\infty x^{\alpha-1} f(x) dx$, $\int_0^\infty \frac{\log x dx}{g(x)}$	B.N. 1,2,4
26		Practice problems.	B.N. 1,2,4
27		Evaluation of integrals involving Quadrant, Sector and Rectangular contours.	B.N. 1,2,4
28		Miscellaneous examples	B.N. 1,2,4

CO: 3

LO 3: Can apply the methods of complex analysis to evaluate definite integrals and infinite series to improper real integrals of the type $\int_{-\infty}^\infty f(z) dz$, $\int_{-\infty}^\infty f(z) dz$ when poles of $f(z)$ lie on real axis, $\int_0^\infty x^{\alpha-1} f(x) dx$, $\int_0^\infty \frac{\log x dx}{g(x)}$ involving Quadrant, Sector and Rectangular contours.

29	4	Gamma Function and Riemann Zeta Function	Gamma function, Infinite product,	B.N. 1,2,4
30			Properties of gamma functions,	B.N. 1,2,4
31			Legendre's duplication formula,	B.N. 1,2,4
32			Riemann Zeta function,	B.N. 1,2,4
33			Riemann functional equation,	B.N. 1,2,4
34			Relation between gamma and Zeta functions,	B.N. 1,2,4
35			Weierstrass factorization theorem.	B.N. 1,2,4

CO: 4

LO 4: Understanding of the basic concepts of Gamma function and its Properties, Legendre's duplication formula, Riemann Zeta function and its functional equation, relation between gamma and Zeta functions, Weierstrass factorization theorem.

36	5	Analytic Continuation and Harmonic function	Analytic Continuation.	B.N. 1,2,4
37			Uniqueness of direct analytic Continuation.	B.N. 1,2,4
38			Uniqueness of analytic Continuation along a curve.	B.N. 1,2,4
39			Schwartz reflection principle.	B.N. 1,2,4
40			Miscellaneous theorems	B.N. 1,2,4
41			Harmonic function.	B.N. 1,2,4
42			Mean value theorem.	B.N. 1,2,4
43			Poisson kernel.	B.N. 1,2,4
44			Problem based on analytic Continuation.	B.N. 1,2,4
45			Miscellaneous examples	B.N. 1,2,4

CO: 4

LO5: Students understand the proof and solve the problems of Analytic Continuation, Uniqueness of direct analytic Continuation also along a curve, Schwartz reflection principle, Harmonic function, Mean value theorem, Poisson kernel, Problem based on analytic Continuation.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on

any of the topic related to the subject.

VI: Books as Text and Reference:

1. J.B. Convey, Functions of one complex variable, Springer – verlag
2. Complex Analysis – Dr. Brijendra singh, Dr. Varsha Karanjogkar, Dr. R.S. Chandel, Golden Valley Publications Agra.
3. S. Ponnuswamy, Foundations of complex analysis, Narosa Publishing House.
4. L.V. Ahlfors, Complex analysis, McGraw Hill

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Complex Analysis-II			
M.Sc. II Sem			
Goal: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc. Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various techniques by applied subjects of mathematics.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 60	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Programming in C-II****Session:-Dec-June****Class: MSC-II Sem****I: Objective of course:** To aware with the programming language c where we used the structured programming.

II: Examination: The internal examination will carry 15% marks i.e. 15 marks. The theory examination will be of 50% marks i.e. 50 marks. The practical examination will be of 35% marks i.e. 35 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 The course is designed in advanced part to provide complete knowledge of C language. Students will be able to develop logics which will help them to create programs, applications in C.
- CO2 Develops the use of the C programming language to implement various algorithms and use of array in different areas with single and multidimensional.
- CO3 Understand basic Structure of the C-PROGRAMMING, declaration and usage of use of structure and functions, Array of structure, pointer and structure, Unions.
- CO4 Understanding a defensive programming concept. Ability to handle possible errors during program execution.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3		2	3	2	3	3
CO 2	2		2	3	2	2	2	2
CO 3	3	2	3	2	2	3	3	2
CO 4	2	3	3	2	2	3		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO: . To Learned used features of functions, call by value and call by reference use of recursion, need of recursion.				
1	1	Functions Basic Anatomy of Function	To Learned used features of functions	B.N.
2			use of call by value	B.N.2
3			Use of call by reference	B.N.2
4			Use of call by reference	B.N.1
5			use of recursion,	B.N.1
6			need of recursion	B.N.2
7			Programs lab 1	B.N.2
CO: I,II				
LO: To Learned array concept and initialization,1D and 2D array, Multidimensional array use of static and global variable used of command line arguments.				
8	2	Array and multidimensional Array	To Learned array concept and initialization	B.N.2
9			1D and 2D array	B.N. 1
10			Multidimensional array use of static and global variable	B.N.1
11			used of command line arguments	B.N. 1
12			Lab 2	B.N. 1
13			Lab 3	B.N. 2
14			Lab 4	B.N. 2
CO:1 ,III				

LO: To Learned use of string constant and variable , string handling functions use of string function strlen(), strcat(), strcmp() and mathematical function

15	3	Array with use of string	To Learned use of string constant	B.N.1
16			Learned use of variable	B.N.1
17			string handling functions	B.N.2
18			use of string function strlen()	B.N.1
19			use of string function strcat(),	B.N.2
20			use of string function strcmp()	B.N.2
21			Lab5	B.N.1

CO: IV

LO: .. To Learned use of pointers and function arguments, pointer & arrays use of calloc() , malloc() and library function

22	4	Pointer	To Learned use of pointers	B.N.2
23			use of function arguments	B.N.2
24			pointer & arrays	B.N.2
25			use of calloc() and malloc()	B.N.1
26			Lab 6	B.N.1
27			Lab 7	B.N.1

CO:IV**LO:** To Learned use of structure and functions, Array of structure, pointer and structure, Unions.

28	5	Structures	To Learned use of structure and functions	B.N. 2
29			Array of structure	B.N. 2
30			pointer and structure	B.N. 1
31			Unions	B.N. 2

VI: Book References:

- 1 C programming Brian W. Kernighan and Dennis M. Ritchie, PHI
- 2 "Let Us C" - Y.Kanetkar or "C: The complete reference" - Herbert Schildt

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: **C programming II**

MSC II Sem

Goal : The **study** c programming language focuses used to learn features of functions, call by value and call by reference use of recursion initialization, 1D and 2D array, Multidimensional array use of static and global variable To Learned use of string constant and variable , string handling use of pointers and function arguments, pointer & arrays Array of structure, pointer and structure, Unions.

Objective:.. To aware with the programming language c where we used the structured programming

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of c programming features of functions, call by value and call by reference	% Students having the basic concept of c programming use of recursion initialization, 1D and 2D array, Multidimensional array.	% Students having understanding about c programming with string handling use of pointers and function arguments,	% Students Need More Efforts for c programming

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 15
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Lesson Plan**Subject: Functional Analysis -I****Session: Jul-Dec****Class: M.Sc. - III Sem**

I: Objective of course: The main aim this course is to provide students basic concepts of functional analysis to facilitate the study of advanced mathematical structures arising in the natural sciences and the engineering sciences and to grasp the newest technical and mathematical literature.

II: Examination:**III: Course Outcomes (CO):**

CO1 Basic idea of a normed linear spaces and operators on normed linear space, Hahn-Banach Theorem and their applications etc.

CO2 Explain the fundamental concepts of functional analysis and their role in modern Mathematics and applied contexts

CO3 Students are able to use Bounded and Continuous Linear Operators

CO4 This abstract course imparts an in-depth analysis of Dual space, Zorn's Lemma, Finite Dimensional Spaces etc.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	-	2	-	2	2
CO 2	3	2	2	-	2	-	2	2
CO 3	3	2	2	2	-	-	2	2
CO 4	3	2	-	-	2	-	3	-

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-I				
1	I	Normed linear spaces , Banach Spaces and examples. Properties of Normed linear Spaces. Completeness proof of Banach Spaces. Quotient spaces.	Introduction of paper.	B.N.1-3
2			Basic definitions.	B.N.1-3
3			Normed linear spaces , Banach Spaces and examples.	B.N.1-3
4			Lemma related to previous lecture.	B.N.1-3
5			Solve the problems of exercise.	B.N.1-3
6			Properties of Normed linear Spaces.	B.N.1-3
7			Theorem related to previous lecture.	B.N.1-3
8			Theorems	B.N.1-3
9			Theorems	B.N.1-3
CO: 1				
LO: Understand the basic rules of Normed linear spaces , Banach Spaces and examples. Properties of Normed linear Spaces. Completeness proof of Banaches Spaces. Quotient spaces.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-I				
10	II	Finite dimensional Normed spaces & subspaces, Equivalent norms, Compactness and Finite Dimension, Riesz Lemma, Linear Operators.	Finite dimensional Normed spaces ,Lemma.	B.N.1-3
11			Compactness theorem	B.N.1-3
12			Closeness theorem	B.N.1-3
13			Equivalent norms with theorem.	B.N.1-3
14			Compactness and Finite Dimension	B.N.1-3
15			Compactness theorem and lemma.	B.N.1-3
16			F.Riesz Lemma	B.N.1-3
17			Finite Dimension theorem.	B.N.1-3
18			Explain Linear operators	B.N.1-3
19			Theorem related to previous lecture.	B.N.1-3
20			Theorem related to previous lecture.	B.N.1-3
CO:3.				
LO: Students understand and solve the problems of Series related to orthonormal sequences & sets, Total orthonormal sets & sequences Representation of Functionals on Hilbert Spaces , Riesz’s Theorem, Riesz Representation Theorem.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-I				
21	III	Bounded and Continuous Linear Operators, Linear Functionals.	Definition of Bounded Linear Operators and Lemma.	B.N.1-3
22			Definitions	B.N.1-3
23			Finite dimensional theorem.	B.N.1-3
24			Countinuity and boundedness theorem.	B.N.1-3
25			Corollary : Continuity and null space.	B.N.1-3
26			Bounded linear extension theorem.	B.N.1-3
27			Definitions of Linear Functionals and examples.	B.N.1-3
28			Bounded linear functional theorem.	B.N.1-3
29			Countinuity and boundedness theorem.	B.N.1-3
30			Explain Dual ,algebraically reflexive,definite integral,dot product,space C (a,b).	B.N.1-3
CO: 3,4				
LO: Students learn the Bounded and Continuous Linear Operators , Linear Functionals.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-I				
31	IV	Linear Operators and Functionals on and Finite Dimensional Spaces, Normed Spaces of Operators, Dual Space.	Explain Linear Operators and Functionals on and Finite Dimensional Spaces.	B.N.1-3
32			Dimension theorem,Zero vector lemma and Algebraic reflexivity theorem.	B.N.1-3
33			Theorem related to previous lecture.	B.N.1-3
34			Explain Normed Spaces of Operators, Dual Space,Completeness theorem.	B.N.1-3
35			Definitions and theorem.	B.N.1-3
36			Theorem related to previous lecture.	B.N.1-3
CO: 4				
LO: Effective use of mathematical techniques to solve the Linear Operators and Functionals on and Finite Dimensional Spaces, Normed Spaces of Operators, Dual Space.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Advanced Abstract Algebra				
37	V	Zorns Lemma , Hahn-Banach Theorem , Hahn-Banach Theorem for Complex Vector Spaces and Normed Spaces , Application to Bounded Linear Functionals on C[a,b].	Zorns Lemma and definitions.	B.N.1-3
38			Hamel basis theorem,Total orthonormal set and other problems.	B.N.1-3
39			Hahn-Banach Theorem (Extension of linear functionals).	B.N.1-3
40			Hahn-Banach Theorem (Generalized).	B.N.1-3
41			Hahn-Banach Theorem (Normed Spaces).	B.N.1-3
42			Corollary : Norm,Zero vector and other problems.	B.N.1-3
43				B.N.1-3
44			Riesz's theorem.	B.N.1-3
45			Rivision.	
CO: 1				
LO: Students learn the Zorns Lemma , Hahn-Banach Theorem , Hahn-Banach Theorem for Complex Vector Spaces and Normed Spaces , Application to Bounded Linear Functionals on C[a,b].				

VI: Book References:

1. E. Kreyszig Chapter 2 (2.1 to 2.10 & 4.1 to 4.4), Introductory Functional Analysis with applications, John Wiley & Sons New York.
2. G.F. Simmons, Introduction to Topology & Modern Analysis Mc Graw Hill New York 1963.
3. B. Choudhary and Sudarsan Nanda. Functional Analysis with applications, Wiley Eastern Ltd.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.

4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Functional Analysis-I			
M.Sc. IIISem			
Goal : This course introduces functional analysis. This area combines ideas from linear algebra and analysis in order to handle infinite-dimensional vector spaces and linear mappings thereof.			
Objective:.. The sequence exposes students to linear algebra and analysis in order to handle infinite-dimensional vector spaces and linear mappings.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Functional Analysis further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Functional Analysis and further to develop understanding problems of Mathematics.	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 60	Final Internal Marks Out of 15
MST (20)	PUT (20)	Presentation (10)	Assignment (10)		

Lesson Plan**Subject: Advanced Numerical Analysis -I****Session: Jul-Dec****Class: M.Sc. III**

I: Objective of course: To provide conceptual understanding of various numerical methods, in particular, with reference to numerical solution of Linear, Quadratic and higher order and linear equations and system of linear equations, interpolation, numerical differentiation and integration and numerical solution of ordinary differential equations. Important theorems and different formulae for various numerical methods to be covered with an aim of helping the students to understand the fundamentals, concepts and practical use of these methods.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1: To understand the basic problem of Interpolation with different types and its effect on any numerical computations and also analysis the efficiency of any numerical algorithms.

CO 2 : To understand about Approximation , Orthogonalization process and their solution with computational technique.

CO 3 : Student are able to familiarize about different numerical techniques of Numerical differentiation and their accuracy.

CO 4 : To understand and solve some engineering problem of real life using Numerical methods techniques based on interpolation and Numerical differentiation .

CO 5: To explains different types of errors which gets involved and propagates during numerical computations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	1	2	1	3
CO 2	3	2	2		2	2	1	2
CO 3		2	1	2	1	2	1	-
CO 4	3		2	2		1	1	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Interpolation and Hermite Interpolation, Piecewise and Spline Interpolation,	Introduction to Linear Interpolation and Higher Order Interpolation. Discussion on basic methods to solve Interpolation Tech. Lagranges Int., Newtons Divided Diff. etc..	BN01
02			Basic Concept of Hermite Interpolation, Formula Derivation , Nr. Example based on Hermite Int.	BN01
03			Introduction to Piecewise Interpolation and Concept, Piecewise Linear Int. : Basic Concept, Formula Derivation and Examples.	BN01
04			Piecewise Quadratic Interpolation : Basic Concept, Formula and Examples.	BN01
05			Piecewise Cubic Interpolation : Basic Concept, Formula and Examples.	BN01
06			Piecewise cubic interpolation using Hermite Type Data : : Basic Concept, Formula and Examples.	BN01
07			Spline Interpolation : Introduction , Definition, Quadratic Spline Interpolation : Introduction , Formula Derivation and Examples	BN01
08			Cubic Spline Interpolation : Introduction , Formula Derivation and Examples	BN01
09			Discussion on Problems and Exercise	BN01
CO1 :				
LO1 : To learn and understand about Interpolation, Linear Interpolation and Higher Order Interpolation. Hermite Interpolation, Piecewise and Spline Interpolation, Piecewise quadratic Interpolation, Piecewise cubic interpolation, Piecewise cubic interpolation using Hermite Type Data, Quadratic Spline Interpolation, Cubic Spline Interpolation and its derivation, Problems .				
10	Unit II	Bivariate Interpolation	Bivariate Interpolation : Introduction, Lagrange’s Bivariate Interpolation : For unequispaced interval , formula Derivation and Examples.	BN01
11			Newtons Bivariate Interpolation for equispaced points, Linear interpolation , Formula Derivation, , Examples	BN01
12			Newtons Bivariate Interpolation for equispaced points, Quadratic interpolation , Formula Derivation, , Examples	BN01
13		Approximation : Discrete and continuous data, Least Square	Approximation , Weierstrass Approximation Theorem : Statement and proof, L – Norms for Discrete and Continuous data. Examples.	BN01
14		Least Square Approximation : Introduction,	BN01	

		Approximation.	Normal Equations for linear Polynomials Approximations, Examples on approximation of Linear and Quadratic Polynomial,	
15			Derivation of least square straight and quadratic fits for discrete data (Normal Equations), Examples.	BN01
16			Examples on fitting of different types of curve (non linear) using methods of least square.	BN01
17			Discussion on Problem Set and Examples.	BN01
CO 3, 1				
LO 2	To learn about Lagranges and Newtons Bivariate Interpolation polynomials and their derivation, Approximation : Discrete and continuous data, Least Square Approximation.			
18	Unit III	Orthogonal, Gram-Schmidt Orthogonalizing Process, Legendre and Chebyshev Polynomials.	Orthogonal: Meaning and Definition on Discrete point and On interval [a,b]. Formula discussion.	BN01
19			Gram-Schmidt Orthogonalizing Process : Formula Derivation and Weight Function, Solution of Numerical Problem.	
20			Legendre polynomials : Formula and Its Properties , Examples on computation of orthogonal polynomial with different weight function.	
21			Chebyshev Polynomials : Formula and Its Properties, Minimax property. Fitting of a second degree polynomials	
22			Numerical example of least square approximation of second degree using Chebyshev Polynomials.	
23			Derivation of Recurrence Relation of specific polynomials for n=4.	BN01
24			Problem set and Examples	BN01
CO 2 :				
LO 3 : To learn about using of Orthogonal, Gram-Schmidt Orthogonalizing Process, Legendre and Chebyshev Polynomials.				
25	Unit IV	Uniform Approximation, Uniform Polynomials Approximation Choice Of Methods.	Meaning of Uniform Approximation and Bernstein polynomials Uniform polynomial Approximation (Minimax) Chebyshev Approximation : Formula derivation and Graphical Representation.	BN01
26			Chebyshev Equi Oscillation : Basic condition and obtain the chebyshev linear polynomial approximation of specific function.Example	BN01
27			Obtaining the Chebyshev Quadratic Polynomial approximation of specific function . Example	BN01
28			Chebyshev Polynomials Approximation :	BN01

		Derivation of Expression to obtain best uniform approximation of given function.	
29		Example of finding best uniform approximation using chebyshev polynomial , Lanczos Econmization : Formula Derivation. Example	BN01
30		Rational Approximation: Procedure to find Rational Approximation and Rational Approximation Example to obtain the rational approximation of different types of functions.	BN01
31		Choice of the Method : Permanence property and discussion on uses of various methods.	BN01
		Problems set and Examples	BN01

CO 2 :

LO4 : To understand about Uniform Approximation, Uniform Polynomials Approximation (chebyshev), Chebyshev Polynomials Approximation and Lanczos Economization, Rational Approximation , Choice Of Methods.

32	Unit V	Numerical Differentiation : different methods . Optimum Choice Of Step Length.	Numerical Differentiation : Introduction, Concept of obtaining Nr. Differentiation by various techniques , Method based on Interpolation Non uniform Nodal Points and Derivation.	BN01
33			Non uniform Nodal Points and Derivation. : Linear Interpolation, Quadratic Interpolation : Derive the Nr. Diff. Formula.	
34			Uniform Nodal Points and Derivation. : Linear Interpolation, Quadratic Interpolation : Derive the Nr. Diff. Formula.	
35			To obtain Nr. Differentiation : Method based on Finite Difference Operators , Derivation , Numerical Example.	
36			To obtain Nr. Differentiation : Method based on Undetermined Coefficient, Derivation , Example.	
37			Optimum Choice Of Step Length : Truncation Error (TE) and Round-off error (RE) and their order. Derivation.	
38			Examples based on determining the optimal value of h with different criteria.	
39			Problem Set and Exercise	

CO 3,4

LO5 : To understand Numierical Differentiation and Method Based On Interpolation, Non uniform and

uniform nodal points, Quadratic Interpolation, Method based on Finite Difference Operators, Method based on Undetermined Coefficient, Optimum Choice Of Step Length.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Numerical Methods , Jain, Iyanger and Jain, New Age International Edition 2012,

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: Advanced Numerical Analysis -I

M.Sc. III Semester

Goal : Student develop the ability to finding numerical solution of fundamentals of numerical methods used for the solution of general numerical problems. Student will understand the basic methods of numerical analysis for approximating the polynomial and finding the errors.

Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of numerical methods and formula for solving linear and higher order polynomials and approximate the solution .	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education..	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		
				60	

Lesson Plan

Subject: Operations Research I

Session: Jul-Dec

Class: M.Sc. I Semester

I: Objective of course: The main objective of operation research is to provide better quantitative and qualitative information's for making decision. The objective of the course to learn linear optimization problems involving both continuous and integer variable, because these are used in a vast range of real situations. It will present techniques for optimization and the theory behind them, but will also show how to use these techniques on real problems, for example, minimizing cost, maximizing production capacity, or minimizing risk.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1 : To develop and formulate Optimization models of real life problems and business oriented problems with their applications for decision Making . (Linear Programming Problem)

CO 2 : To learn some optimization techniques to find the optimal solution of optimization problems like Linear Programming Problems etc...

CO 3 : To understand the Simplex method to find an optimal solution for the standard linear programming problem and the corresponding dual problem.

CO 4 : To learn about mathematical techniques that will help them to understand and analyse managerial problems in industry so that resources (Man, machines, money etc.) may be utilized more effectively in optimal manner.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	1	1	2	2
CO 2	3	-	1	2	2	-	-	1
CO 3	-	2	2	2	2	1	-	-
CO 4	2	3	1	2	1	-	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Operations Research – Introduction. Linear Programming Problems : Mathematical Formulation, Graphical Solution Method.	Operations Research : Introduction and Definition ,Origin and Development of OR, Nature and Features of OR, Scientific Method in OR: Judgment Phase , Research Phase, Action Phase. OR and Decision Making : Overview with examples.	BN - 01
02			Modeling in OR, Classification of Models , Examples, Advantage and Disadvantages of Models, General Solution Method of OR models : Analytic, Numerical and Monte- Carlo Method.	BN - 01
03			Methodology of Operations Research : Phases, Applications of Operations Research, Uses and Limitations of Operations Research.	BN - 01
04			Linear Programming Problems : Introduction, Mathematical Formulation of LPP, Formulation by giving different examples. Examples.	BN - 01
05			LPP Formulation : Production Mix problem, Blending Problems, Advertisement Problems, Marketing Problem, Examples.	BN - 01
06			LPP Formulation : Capital Budgeting Problem, Media Problem, Investment Problem, etc. Examples.	BN - 01
07			Solution of LPP by Graphical method: Procedure of graphical method to solve LPP with Examples.	BN - 01
08			Solution of LPP by Graphical method: More Complicated Problems and Examples.	BN - 01
09			Some special cases in Graphical Method and solution of various types of Examples.	BN - 01
CO 4:				
LO1 : To understand about Introduction, Origin and Development of Operations Research, Nature and Features of Operations Research, Models in Operations Research, General Solution Methods for Operations Research, Phases of Operations Research, Uses and Limitations of Operations, Linear Programming Problems : Introduction Mathematical Formulation, Graphical Solution Method.				
10	Unit II	General Linear	General Linear Programming Problem: Definitions, Feasible Solution, Solution, Optimum Solution, Mathematical Formulations, Surplus and	BN - 01

		Programming Problem, Theory of Simplex method	Slack Variables, Canonical and Standard Form of LPP. Examples.	
11			More Examples based on Standard and Canonical Form.	BN - 01
12			Solution of LPP by Simplex Method, Definitions : Basic Concept, Basic Solution, Degenerate Solution, Examples on basic solutions.	BN - 01
13			Fundamental Properties of Solution . Theorems on solution : Reduction of a feasible in a basic feasible solution, Extreme point Correspondance.	BN - 01
14			Fundamental Theorem of Linear Programming, Replacement of a vector, Net evaluation, Improved Basic Feasible Solution. Unbounded Solution, Conditions of Optimality,	BN - 01
15			Computational Procedure of Simplex Method and Solution of Examples by Simplex Method	BN - 01
16			Solution of some more Examples by Simplex Method	BN - 01
17			Solutions of simultaneous linear equations by Simplex Method and Examples.	BN - 01
18			Inverse of a matrix by using Simplex method and Examples.	BN - 01
19			Problem Set and Examples.	BN - 01
CO 2				
LO 2	: To learn about introduction of General Linear Programming Problem, Theory of Simplex method, Computational Procedure, Numerical problems, Solutions of simultaneous linear equations, inverse of a matrix using simplex method.			
20	Unit III	Use of artificial variables, Big-M method, Two phase method, Problem of degeneracy and resolution of degeneracy, Applications of simplex method.	Artificial Variable Techniques, Big - M Method , Procedure to solve by BIG – M Method by LPP.	BN -01
21			Example based on AV Techniques by using BIG M method to solve LPP.	BN - 01
22			Two Phase method to solve LPP having Artificial Variables. Examples	BN - 01
23			Degeneracy in LPP and Its Resolution from the LPP Solution. Examples.	BN - 01
24			Applications of Simplex Method. More examples on formulation of LPP and their solution by Simplex Method and BIG M Method.	BN - 01
25			Continued from previous topic : Applications of Simplex Method. More examples on formulation of LPP and their solution by Simplex Method and BIG M Method.	BN - 01
26			Problem set and Examples.	BN - 01

CO 1,2

LO 3: To understand about Use of artificial variables, Big-M method, Two phase method, Problem of degeneracy and resolution of degeneracy, Applications of simplex method.

27	Unit IV	Concept of duality.	Duality : Introduction , General Primal-Dual pair and Their Relationship: Definition, formulating a dual problem, primal-dual pair in matrix form.	BN - 01
28			Primal Problem, Formulation of Dual of LPP with examples .	BN - 01
29			Economic interpretation of duality and Examples.	BN - 01
30			Duality and Simplex method . Solution of Various Examples.	BN - 01
31			Fundamental Properties and Theorems of duality	BN - 01
32			Continued from previous topic : Fundamental Properties and Theorems of duality.	BN - 01
33			Complementary Slackness Theorem and Corollaries.	BN - 01
34			Dual Simplex Method: Procedure and Solution of various examples by Dual Simplex Method.	BN - 01
35			Continued from previous topic : Dual Simplex Method: Procedure and Solution of various examples by Dual Simplex Method.	BN - 01
36			Problem Set and Examples.	BN - 01

CO 3:

LO 4: To understand Concept of duality , General Primal-Dual pair, formulating a dual problem, primal-dual pair in matrix form, economic interpretation of duality, duality and simplex method, Fundamental Properties and Theorems of duality, complementary slackness, dual simplex method.

37	Unit V	Post optimality analysis, Integer Programming Problem, Revised Simplex Method.	Post optimality analysis : Introduction, Meaning , Changes in Objective Function coefficients : Method and Examples.	BN - 01
38			Post optimality analysis : Changes in the RHS values : Method and Examples.	BN - 01
39			Post optimality analysis: Changes in the Coefficient of Constraints : Method and Examples.	BN - 01
40			Post Optimality Analysis : Structural Changes : Addition of the New Activity, Addition of New Constraints, Method and Example.	BN - 01

41		Application of Post Optimality Analysis and solution of various Examples by POA	BN - 01
42		Problem Set and Examples.	BN - 01
43		Integer Programming Problems : Introduction, Types of IPP, Pure and Mixed IPP, GOMORY'S ALL IPP Solution method , Examples.	BN - 01
44		Fractional Cut Method and Examples.	BN - 01
45		Problem set and Examples.	BN - 01
46		Revised Simplex Method: Procedure and Examples .	BN - 01
CO 1, 4			
LO 5 : To understand what is Post optimality analysis, Introduction of integer programming and their solution ,Introduction of revised simplex method.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1- Kanti Swarup, P.K. Gupta and Manmohan, Operations Research, Sultan Chand & Sons, New Delhi, fifteenth revised edition.
- 2- H.A. Taha, Operations Research - An introduction, Macmillan Publishing co. Inc. New york
- 3- S.D, Sharma, Operation Research,
- 4- F.S, Hiller and G.J. Lieberman, Industrial Engineering Series, 1995.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Operations Research I			
M.Sc. I Semester			
Goal : To provide information to student that they can use to make decisions for improving their knowledge in solving real life problems through mathematical techniques Linear Programming Problem, Integer Programming Problem, etc. To help student to decide alternative courses of actions by identifying and taking advantages of opportunities and by solving the identified problems. For optimising resource allocation and optimal use of them. To study the quality of care in real life and social life.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Mathematical techniques for solving Linear Programming Problem, Integer Programming Problem, Duality of LPP etc.. problems for Decision Making.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education..	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation	Internal Assessment	Total	Final Internal Marks Out of 15
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Presentation	Assignment	MST	PUT	60	
Out of 10	Out of 10	Out of 20	Out of 20		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Integral Transform -I, Paper-IV****Session: Jul-Dec****Class: M.Sc. third sem****I: Objective of course:**

The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop knowledge of Laplace transform and its properties.

II: Examination:

The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1: Understand the Laplace transform standard result properties. Transform of unit step Function and Bessel's function. Inverse Laplace transform and its use.

CO 2: Application of Laplace transforms to solve differential equation of different types.

CO 3: Student will be able to solve partial differential equation and integral equation with the help of Laplace Transform.

CO 4: Use of Laplace Transform to solve Heat equations.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		2	2	1	2		3
CO 2	3	2	2	3	2		1	2
CO 3	2	2	1		1	2	1	-
CO 4		2	2	2		1	1	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	The Laplace Transform and The Inverse Laplace Transform	Laplace Transform of the derivative of f (t).	B.N. 1
2			Laplace Transform of Integrals multiplication by t.	B.N. 1
3			Multiplication by t ⁿ .	B.N. 1
4			Division by t use of Laplace transform to unit step function (Heaviside’s unit functions).	B.N. 1
5			Use of Laplace Transform to Bessel function.	B.N. 1
6			Inverse Laplace Transform of derivatives.	B.N. 1
7			Problem depends on above topics.	B.N. 1
8			Convolution.	B.N. 1
9			Heaviside’s expansion theorem.	B.N. 1
10			Problem depends on Convolution.	B.N. 1
CO: 1				
LO1: Students learn the Integral Transforms, Examples and Properties, and use of Laplace Transform.				
11	2	Application of Differential Equations	Application of Laplace Transform	B.N. 1
12			Practice problems on related topic	B.N. 1
13			Practice problems on related topic	B.N. 1
14			Practice problems on related topic	B.N. 1
15			Solutions of ordinary Differential Equations With constant Coefficients.	B.N. 1
16			Practice problems on related topic	B.N. 1
17			Practice problems on related topic	B.N. 1
18			Practice problems on related topic	B.N. 1
19			Miscellaneous examples	B.N. 1
CO: 2				
LO2: Students understand the Application of of Laplace Transform in differential equations.				
20	3	Application of Differential Equations	Solution of Simultaneous ordinary Differential Equations by Laplace Transform.	B.N. 1
21			Problem depends on above topics	B.N. 1
22			Problem depends on above topics	B.N. 1
23			Problem depends on above topics	B.N. 1
24			Solution of ordinary differential equations with variable coefficients by Laplace Transform.	B.N. 1
25			Practice Problem depends on above topics	B.N. 1
26			Practice Problem depends on above topics	B.N. 1
27			Practice Problem depends on above topics	B.N. 1

28			Miscellaneous examples	B.N. 1
CO: 2				
LO3: Students learn the Solution of Partial differential equation through Laplace Transform.				
29	4	Application Of Differential Equations And Integral Equation	Solutions of Partial differential Equations by Laplace transform.	B.N. 1
30			Practice Problem depends on above topics	B.N. 1
31			Practice Problem depends on above topics	B.N. 1
32			Practice Problem depends on above topics	B.N. 1
33			Application of Laplace transform to integral equation.	B.N. 1
34			Problem depends on above topics.	B.N. 1
35			Problem depends on above topics.	B.N. 1
36			Problem depends on above topics.	B.N. 1
37			Miscellaneous examples.	B.N. 1
CO: 3				
LO4: Students learn the Solution of ordinary differential equation through Laplace Transform and integral equation .				
38	5	Application of Laplace transforms to boundary value problems.	Application of electrical circuits.	B.N. 1
39			Application to dynamics.	B.N. 1
40			Application to beams.	B.N. 1
41			Problem depends on above topics.	B.N. 1
42			Application to heat conduction equations.	B.N. 1
43			Problems based on Heat conduction equation using Laplace transform.	B.N. 1
44			Problem depends on above topics.	B.N. 1
45			Miscellaneous examples.	B.N. 1
CO: 4				
LO5: Understand the basic rules to use Laplace Transform in solving Heat equations.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. Integral Transform by Goyal & Gupta.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Integral Transform -I			
M.Sc. III Sem.			
Goal: Develop the foundation for further studies of national level examinations such as NET, GATE and CSIR etc. Develop skill to take up challenges in the emerging areas of Industry and Business by using mathematical models and solve the real life problems by application of various techniques by applied subjects of mathematics.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 60	Final Internal Marks Out of 15
Presentation Out of 10	Assignment Out of 10	MST Out of 20	PUT Out of 20		

IPS ACADEMY, INDORE**Lesson Plan****Subject:** Fundamentals of Computer Science**Session:** Jul-Dec**Class:** MSC II Year

1. **I: Objective of course:** Demonstrate proficiency in high-level programming languages and operating systems.

II: Examination: The internal examination will carry 15 marks. The external examination will be 35 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 Analyze and model requirements and constraints for the purpose of designing and implementing software artifacts and IT system.
- CO2 Evaluate and compare designs of software products and IT systems on the basis of organizational and user requirements.
- CO3 It implements an achievable practical application and analyze issues related to object-oriented techniques in the C++ programming language.
- CO4 To learn the fundamentals of Operating Systems.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				1		2	2	2
CO 2				1		2	2	2
CO 3				1		3	2	1
CO 4				1		3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 3				
LO: Student learns the procedural and object oriented paradigm, classes, data and objects. And the use of various OOPs concepts with the help of programs.				
1	1	Introduction to Object Oriented Programming	Introduction of Object Oriented Programming language.	B.N. 1
2		Concept of Class & Object	Need of Object Oriented Programming and its characteristics	B.N.2
3			Class, Object and Scopes	B.N.1
4			Nested Classes	B.N.2
CO: 3				
LO: Student will perform object oriented programming to develop solutions to problems demonstrating usage of control structures, constructor and destructor.				
5	2	Constructors, Destructors and Functions	Pointer class member, Class initialization	B.N.1
6			Concept of Constructor	B.N.2
			Types of Constructor	B.N.2
			Destructor	B.N.1
7			Virtual Function	B.N.2
8			Friend Function	B.N.1
CO: 3				
LO: Student will determine the ability to integrate knowledge and idea in a coherent and meaningful manner				
9	3	Overloading	Function Overloading	B.N.1
10			Operator Overloading	B.N.1
11			Templates	B.N.1
			Template types	B.N.2
CO: 3				
LO : Student will understand C++ templates and operator overloading				
16	4	Inheritance	Introduction of Inheritance	B.N.2

17			Types of Inheritance	B.N.2
18			Virtual Inheritance	B.N.2
CO:4				
LO: Demonstrate understanding of the concepts, structure and design of operating Systems.				
19	5	Operating System	Introduction of Operating System.	B.N. 3
20			Computer System Organization, Computer System Architecture	B.N. 3
			Operating System Architecture	B.N.3
21			Process Management	B.N. 3
			Memory Management	B.N.3
			Storage Management	B.N.3
			Protection & Security	B.N.3
			Client Server Computing	
22			Distributed System	B.N.3
			Peer to Peer Computing	B.N.3
23			Open Source Operating Systems	B.N.3

VI: Book References:

1. B.Stroustrup, The C++ programming language, Addison-Westey
2. E Balagurusamy, Object oriented programming with C++
3. Andrew S Tanenbaum, Modern Operating system, Pearson international, third edition.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

Rubric for Practical Assessment
Subject: Fundamentals of Computer Science
MSC II Year

Goal: Students develop the ability to understand that how an existing C++ program works and discover errors in a C++ program and describe Operating System.

Objective: Students identify and practice the object-oriented programming concepts and techniques, practice the use of C++ classes and class libraries, modify existing C++ classes, develop C++ classes for simple applications, and practice the concepts of Object-Oriented Analysis and Design (OOA/OOD) and understand concepts of Operating System.

20-25 Marks	15-20 Marks	10-15 Marks	00-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Object Oriented Programming and understanding of Operating System.	% Students having the basic concept of Object Oriented Programming and understanding of Operating System.	% Students having understanding about concept of Object Oriented Programming and understanding of Operating System.	% Students Need More Efforts for Solution and Basic Concept of Object Oriented Programming and Operating System.

IX: Scheme of Practical Marks

Class Participation			Practical Assessment		Total 50	Final Practical Marks Out of 50
Presentation Out of 10	Written exam Out of 10	Assignment Out of 10	VIVA Out of 10	Practical Out of 10		

Lesson Plan**Subject: Functional Analysis-II****Session: Jul-Dec****Class:M.Sc. - IV Sem**

I: Objective of course: The main aim this course is to provide students basic concepts of functional analysis to facilitate the study of advanced mathematical structures arising in the natural sciences and the engineering sciences and to grasp the newest technical and mathematical literature

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Semester examination carrying 85 marks .The Semester exam question paper contain 5 Questions with internal choice. The faculty member will award CCE marks based on Mid semester Test,Pre university Test ,Presentation .Assignment and Class performance . The CCE marks of each paper is of 15 marks.

III: Course Outcomes (CO):

CO1 Demonstrate capacity for mathematical reasoning through analysing proving and explaining concepts from functional analysis.

CO2 Understand the relevance of Operator Theory.

CO3 Demonstrate accurate and efficient use of functional analysis techniques.

CO4 Students will understand Hilbert space theory; orthonormality, the Riesz representation theorem, orthonormal, Open and closed Mapping Theorem etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	2	2	-	2	2
CO 2	3	2	2	2	-	-	2	-
CO 3	3	3	3	2	2	-	2	-
CO 4	3	2	2	2	2	-	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
1	I	Inner Product Space Hilbert Space, Further Properties of Inner Product Spaces Orthogonal complements and Direct sum, Orthonormal Sets and Sequences. Schwarz, triangle and Bessel Inequality.	Definitions of Inner Product Space Hilbert Space, Orthogonality and examples.	B.N.1-3
2			Examples	B.N.1-3
3			Properties of Inner Product Spaces	B.N.1-3
4			Lemma	B.N.1-3
5			Completion theorem	B.N.1-3
6			Theorems and examples.	B.N.1-3
7			Explain Orthogonal complements, theorem and lemma.	B.N.1-3
8			Explain Direct sum , theorem and lemma.	B.N.1-3
9			Lemma : Null space,closed subspace and dense set.	B.N.1-3
10			Explain Orthonormal Sets and Sequences,Lemma and examples.	B.N.1-3
11			Bessel’s inequity.	B.N.1-3
CO: 1				
LO: Understand the basic rules of Inner Product Space Hilbert Space, Further Properties of Inner Product Spaces Orthogonal complements and Direct sum, Orthonormal Sets and Sequences. Schwarz, triangle and Bessel Inequality.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
12	II	Series related to orthonormal sequences & sets, Total orthonormal sets & sequences Representation of Functionals on Hilbert Spaces , Riesz's Theorem, Riesz Representation Theorem.	Series related to orthonormal sequences & sets, Fourier series.	B.N.1-3
13			Convergence theorem , Fourier coefficient theorem.	B.N.1-3
14			Total orthonormal sets & sequences, Totality theorem.	B.N.1-3
15			Separable Hilbert Spaces theorem.	B.N.1-3
16			Isomorphism and Hilbert dimension theorem.	B.N.1-3
17			Riesz's theorem (Functionals on Hilbert Spaces).	B.N.1-3
18			Lemma, Sesquilinear form and Riesz Representation theorem.	B.N.1-3
19			Revision.	
CO: 4				
LO: Students understand and solve the problems of Series related to orthonormal sequences & sets, Total orthonormal sets & sequences Representation of Functionals on Hilbert Spaces , Riesz's Theorem, Riesz Representation Theorem.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
20	III	Adjoint operator, Hilbert Adjoint Operator , Self Adjoint Operator, Unitary and Normal Operators	Definition of Hilbert Adjoint Operator and existence theorem.	B.N.1-3
21			Lemma:Zero operator and properties of Hilbert Adjoint Operator.	B.N.1-3
22			Self Adjoint Operator, Unitary and Normal Operators and examples.	B.N.1-3
23			Self Adjointness theoremand Self Adjointness of product theorem.	B.N.1-3
24			Unitary operator theorem	B.N.1-3
25			Definition of Adjoint operator and norm of the adjoint operator theorem.	B.N.1-3
26			examples	B.N.1-3
27			examples	B.N.1-3
CO: 2				
LO: Effective use of mathematical techniques to solve the Adjoint operator, Hilbert Adjoint Operator , Self Adjoint Operator, Unitary and Normal Operators .				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
28	IV	Adjoint Operator, Reflexive Spaces, Category Theorem. Uniform Boundedness Theorem, Strong and Weak Convergence.	Definition of Adjoint Operator and Lemma.	B.N.1-3
29			Completeness and finite dimension theorem.	B.N.1-3
30			Hilbert space theorem and Lemma: Existence of a functional.	B.N.1-3
31			Separability theorem.	B.N.1-3
32			Baire's Category Theorem.	B.N.1-3
33			Uniform Boundedness Theorem.	B.N.1-3
34			Definitions	B.N.1-3
35			Lemma: Weak convergence	B.N.1-3
36			Strong and Weak Convergence theorem and examples.	B.N.1-3
37			Lemma: Weak convergence theorem.	B.N.1-3
CO: 2				
LO: Students understand and solve the problems of Adjoint Operator, Reflexive Spaces, Category Theorem. Uniform Boundedness Theorem, Strong and Weak Convergence.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
38	V	Convergence of Sequences of Operators and Functionals, Application of Summability of Sequences, Open Mapping Theorem ,Closed Linear Operators , Closed Graph Theorem.	Explain Convergence of Sequences of Operators	B.N.1-3
39			Strong operator convergence theorem.	B.N.1-3
40			Application of Summability of Sequences	B.N.1-3
41			Toeplitz limit theorem	B.N.1-3
42			Open Mapping Theorem	B.N.1-3
43			Closed Linear Operators	B.N.1-3
44			Closed Graph Theorem.	B.N.1-3
45			Closed Linear Operators theorem.	B.N.1-3
46			Theorem and lemma of previous lecture.	B.N.1-3
CO: 4				
LO: Students understand the Convergence of Sequences of Operators and Functionals, Application of Summability of Sequences, Open Mapping Theorem ,Closed Linear Operators , Closed Graph Theorem.				

Book References:

1. E. Kreyszig Introductory Functional Analysis with applications, John Wiley & Sons New York.
2. G.F. Simmons, Introduction to Topology & Modern Analysis Mc Graw Hill New York 1963.
3. B. Choudhary and Sudarsan Nanda. Functional Analysis with applications, Wiley Eastern Ltd.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Functional Analysis-II			
M.Sc. IV Sem			
Goal : The goal of this course is to introduce the study of Functional Analysis for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically Inner Product Space , Linear Operators, orthonormal sequences & sets etc.			
Objective:. The sequence exposes students to Inner Product Space , Linear Operators, orthonormal sequences & sets etc.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of Functional Analysis further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Functional Analysis and further to develop understanding problems of Mathematics.	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject.
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IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 60	Final Internal Marks Out of 15
MST (20)	PUT (20)	Presentation (10)	Assignment (10)		

Lesson Plan

Subject: Advanced Numerical Analysis -II

Session: Jan-June

Class: M.Sc. IV

I: Objective of course: To provide conceptual understanding of various numerical methods, in particular, with reference to numerical solution Ordinary Differential Equation of first and second order and their convergence and stability solution. Important theorems and different formulae for various numerical methods to be covered with an aim of helping the students to understand the fundamentals, concepts and practical use of these methods.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1: To understand the basic problem of Extrapolation and partial differentiation with different types and its effect on any numerical computations and also analysis the efficiency of any numerical algorithms.

CO 2 : To understand convergence of Multistep methods and theirs solution by various Numerical computational technique.

CO 3 : To learn how to obtain numerical solution of System Of Linear First Order Differential Equation With advanced numerical methods.

CO4 : To understand and solve some engineering problem of real life using Numerical methods techniques based on Numerical Integration and Ordinary Differential Equation . To Learn how to solve initial and boundary value problems and Finite Difference Methods numerically with using numerical Methods.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	3	-	2	1	2	1	3
CO 2	3	2	2	-	2	2	1	2
CO 3	2	2	1	2	1	-	1	-
CO 4	3	-	2	2	-	1	1	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Extrapolation Methods , Partial Differentiation and its estimations, Ordinary Differential Equations : Initial Value Problems, System Of Linear First Order Differential Equation, Multi Step Methods , Various types of Explicit and Implicit Multistep Methods,	Extrapolation : Introduction and Basic Concept, Richardson Extrapolation : Formula Derivation, Standard Table, Solution of Examples	BN01
02			Partial Differentiation : Introduction, Jacobian Matrix, Estimation of various functions and Examples	BN01
03			Introduction to Ordinary Diff Equation with IVP and BVP , Procedure of Reduction Of Higher Order Equation to the system of First Order Diff Equation, Examples on Conversion	BN01
04			Existence and Uniqueness: Theorem based on it, Behavior of non linear equation by test equation and different cases.	BN01
05			Discussion on System Of Linear First Order Differential Equation With Constant Coefficients and its theorem and Examples.	BN01
06			Numerical Methods : Mesh point, Multi Step Method : Explicit Multistep Method, Adams Bashforth Methods: Examples	BN01
07			Multi Step Method : Nystrom Methods, Examples	BN01
08			Implicit Multistep Method and Examples	BN01
09			Implicit Multistep Method and Examples	BN01

			General Multi Methods and Examples.	
CO 1:				
LO1 : To understand and use of Extrapolation Methods (Richardson Extrapolation) , Partial Differentiation and its estimations, Ordinary Differential Equations : Initial Value Problems, Reduction Of Higher Order Equation, Existence and Uniqueness, Test equations , System Of Linear First Order Differential Equation With Constant Coefficients and its theorem, Multi Step Methods , Various types of Explicit and Implicit Multistep Methods, General Multi Methods.				
10	Unit II	Maximum order of k-step methods and theorems and Convergence Of Multi Step Methods, Predicator and Corrector Method, , Stability Analysis First Order and Second Order differential equations.	Maximum order of k-step methods and theorems, Examples, Bounds on the Local Truncation Error, Examples	BN01
11			Procedure of Convergence Of Multi Step Methods, Convergence Theorem, Examples	BN01
12			Predictor and Corrector Method to solve ODE : Introduction , Theorem, Both types of Truncation Error, Examples	BN01
13			Modified Predictor Corrector Method : Formula Derivation and Examples	BN01
14			Stability Analysis of Multistep Method : First Order differential equations, Basic Concept, Definition and theorems	BN01
15			Stability Analysis of Multistep Method : First Order differential equations : Nystrom Method: Derivation	BN01
16			Stability Analysis of Multistep Method : First Order differential equations Milnes Simpson Method, Theorem and Derivation	BN01
17			Stability Analysis of Multistep Method : First Order differential equations: Predictor Corrector Method, Theorem and Derivation	BN01
18			Stability Analysis of Multistep Method : Second Order differential equations, Basic Concept, Definition and theorems	BN01
CO 2 , 3				
LO 2: To learn about Maximum order of k-step methods and theorems, Convergence Of Multi Step Methods, Predicator and Corrector Method, Modified Predicator and Corrector Method, Stability Analysis of Multistep Methods and theorems : First Order and Second Order differential equations.				
19	Unit III	Ordinary	Ordinary Differential Equation: Introduction and Basic Concept, Different Condition , Basic Condition	BN01

20	Differential Equation , Boundary Value Problems : Shooting Method, Alternate Method , Nonlinear Second Order Differential Equation.	Shooting Method for various basic conditions , Derivation and Example	BN01
21		Alternate Method of Shooting Method and Examples	
22		Discussion on More Examples for both method	
23		Nonlinear Second Order Differential Equation : Introduction and Formula Derivation and Examples (Secant and Newtons Raphson Method)	
24		Nonlinear Second Order Differential Equation : Introduction and Formula Derivation and Examples Problem set and Examples (Shooting Method)	
25		Problem set and Examples	
CO 3 :			
LO 3: To understand Ordinary Differential Equation , Boundary Value Problems : Shooting Method, Alternate Method , Nonlinear Second Order Differential Equation.			
26	Unit IV Finite Difference Methods, Linear Second Order Differential Equations, Local Truncation Error, Convergence Of Difference Schemes and theorems, Stability Of Finite Difference Schemes	Finite Difference Methods : Basic Concept, Solution of Linear Second Order Differential Equations	BN01
27		Finite Difference Methods: Local Truncation Error, Solution of Derivative Boundary Condition.	BN01
28		Finite Difference Methods: Local Truncation Error, Solution of Derivative Boundary Condition (Another Method of solution)	BN01
29		Finite Difference Methods : Solutions Of Tridiagonal System, Examples	BN01
30		More Examples on Derivative Boundary condition and Tridiagonal System.	BN01
31		Nonlinear Second Order Differential Equation (Ist Form) Formula Derivation and its Solution by Newton Raphson Method	BN01
32		Nonlinear Second Order Differential Equation : Examples based of NR Method.	BN01
33		Nonlinear Second Order Differential Equation (II Form) Formula Derivation and its Solution by application of Gauss Elimination Method	BN01
34		Convergence Of Difference Schemes : Second Order Method and theorems based on convergence	
35		Stability Of Finite Difference Schemes of various order of Convergence Scheme.	BN01
36		Problem Set and Examples	BN01

CO 3,4

LO 4 : To learn what is Finite Difference Methods Linear Second Order Differential Equations, Local Truncation Error, Derivative Boundary Conditions, Solutions Of Tridiagonal System, Nonlinear Second Order Differential Equation, Convergence Of Difference Schemes and theorems, Stability Of Finite Difference Schemes .

37	Unit V	Finite Element Method, Solution of the Variation Problem, Ritz Method ,Finite Elements, Assembly Of Element Equations, Mixed Boundary Conditions	Finite Element Method : Introduction and Formula Derivation	BN01
38			Solution f the Variation Problem, Ritz Method (Galerkin equations) and Derivation and Examples	
39			Continue of previous lecture : Solution f the Variation Problem, Ritz Method (Galerkin equations) and Derivation and Examples	
40			Finite Elements, and Linear Lagrange Polynomial : Shape Function, Natural Coordinates, Derivation in case of Linear Approximation. Examples	
41			Ritz Finite Element Method : Formula and Examples	
42			Finite element solution of Linear Boundary Value Problems : Formula Derivation and Solution	
43			Assembly Of Element Equations : Formula Derivation and Solution	
44			Mixed Boundary Conditions : Formula Derivation and Solution	
45			Problem Set and Example.	

CO4 , 5:

LO 5: To understand Finite Element Method, Solution f the Variation Problem, Ritz Method (Galerkin equations), Finite Elements, Linear Lagrange Polynomial, Ritz Finite Element Method, Finite element solution of Linear Boundary Value Problems, Assembly Of Element Equations, Mixed Boundary Conditions

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Numerical Methods , Jain, Iyanger and Jain, New Age International Edition 2012,

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Accounting for Managers			
MBA I Sem			
Goal : Student develop the ability to finding numerical solution of fundamentals of numerical methods used for the solution of general numerical problems. Student will understand the basic methods of numerical analysis for approximating the polynomial and finding the errors. Also understand stability and convergence of solution.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of numerical methods and formula for solving ordinary differential equation first order and second order linear. Also numerical differentiation of their methods.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education..	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total	Final Internal Marks Out of 15
Presentation	Assignment	MST	PUT		
Out of 10	Out of 10	Out of 20	Out of 20	60	

Lesson Plan

Subject: Operations Research –II

Session: Jan-June

Class: M.Sc. –IV Semester.

I: Objective of course: The main objective of operation research is to provide better quantitative and qualitative information's for making decision. The objective of the course to learn linear optimization problems involving both continuous and integer variable, because these are used in a vast range of real situations. It will present techniques for optimization and the theory behind them, but will also show how to use these techniques on real problems, for example, minimizing cost, maximizing production capacity, or minimizing risk.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 85 marks will have five questions in which there is internal choice and section itself. Each question carries 17 marks.

III: Course Outcomes (CO):

CO 1 : To develop and formulate Optimization models of real life problems and business oriented problems with their applications for decision Making . (Linear Programming Problem)

CO 2 : To learn some optimization techniques to find the optimal solution of optimization problems like Linear Programming Problems etc...

CO 3 : To understand the Simplex method to find an optimal solution for the standard linear programming problem and the corresponding dual problem.

CO 4 : To learn about mathematical techniques that will help them to understand and analyse managerial problems in industry so that resources (Man, machines, money etc.) may be utilized more effectively in optimal manner.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	1	1	2	2
CO 2	3	-	1	2	2	-	-	1
CO 3	3	2	2	-	2	1	-	-
CO 4	2	3	1	2	1	-	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Transportation problems and Solution	Transportation Problem : Introduction, Formulation of the Transportation Problem, Existence of Solution in Transportation Problem : Existence of Solution in LP, Theorem. Examples.	BN-01
02			Duality in the Transportation : Basic Concept, Transportation Table, Loops in Transportation Problem. General Transportation Problem.	BN-01
03			Solution of a Transportation Problem : Initial Solution by North West Corner Rule with procedure and example(finding the initial solution of TP by NWCR)	BN-01
04			Solution of a Transportation Problem : Initial Solution by Least Cost Method with procedure and example (finding the initial solution of TP by LCM)	BN-01
05			Solution of a Transportation Problem : Initial Solution by Vogel's Approximation Method with procedure and example (finding the initial solution of TP by VAM)	BN-01
06			Test for Optimality by MODI (u-v method) Method : Procedure and Examples	BN-01
07			Continued from the previous topic : Test for Optimality by MODI (u-v method) Method : Procedure and Examples	BN-01
08			Economic Interpretation of u and v, Degeneracy in TP and It's Resolution , Examples.	BN-01
09			Solution of TP by Stepping Stone Method : Procedure and Example.	BN-01
10			Some Exceptional Cases : Unbalanced and Maximization Problem in TP and their Solution.	BN-01
11			Problem Set and Example	BN-01
CO 2:				
LO 1 : To understand basic concept of Transportation problems , General transportation problem, duality in TP, Transportation Table , LP formulation of T.P., Initial solution of transportation problem : North - West Corner Method, Least – Cost Method, Vogel's Approximation Method, test for optimality by MODI (u-v method) method, economic interpretation, degeneracy in transportation problems, stepping stone algorithm.				
10	Unit	Assignment	Assignment Problem : Introduction, Mathematical	BN-01

	II	problem and Dynamic Programming	Formulation of AP. Example. Reduction Theorem and its proof.	
11			Solution Method of Assignment Problem : Hungarian Method - Procedure and Example.	BN-01
12			Continued from the previous topic - Solution Method of Assignment Problem : Hungarian Method - Procedure and Example.	BN-01
13			Special cases in Assignment problem : Unbalanced and Maximization with their solution. Examples.	BN-01
14			Special Cases in AP : Prohibited Assignment Problem and their solution with example.	BN-01
15			Some more example and their solution on Assignment problem.	BN-01
16			Dual of the assignment problem and Solution of some example.	BN-01
17			Travelling Salesman problem and its formulation ,Solution method and Examples.	BN-01
18			Problem Set and Examples.	BN-01
19			Dynamic Programming: Introduction and Characteristic, Recursive Approach, Dynamic Programming Algorithm : Optimal Sub divisional Problem – procedure.	BN-01
			Example and Solution of Dynamic Programming Problem by recursive approach.	BN-01
	CO 4			
	LO 2 : To understand about basic concept of Assignment problem, Mathematical formulation of assignment problem, Solution of assignment problem : Hungarian Method , Special Cases: Unbalanced Assignment Problem, Maximisation Assignment Problems., Prohibited A.P., Dual of the assignment problem, Travelling Salesman problem. Dynamic Programming : Introduction, Characteristics , Dynamic Programming Algorithms.			
20	Unit III	Network analysis : Critical Path Method (CPM), PERT Calculation,	Network Scheduling : Introduction, Network basic components : Activity, Event, Dummy Activity etc. Logical Sequencing, Network Diagram, Rules for constructing network diagram.	BN-01
21			Examples on Construction of Network Diagram of Various Activity and Preceding Activity.	BN-01
22			Critical Path Method (CPM): Critical Path and Critical Activities , Forward Pass Computation and Backward Pass Computation - Procedure. Examples.	BN-01
23			Calculation of ES,EF,LS,LF and different types of float. Examples by CPM.	BN-01
24			Problem Set and solution with Examples by CPM	BN-01

25			PERT (PROGRAMMING EVALUAITION AND REVIEW TECHNIQUES) Procedure , Three Types of Time estimates in PERT, Probability Calculations , Examples on PERT calculation.	BN-01
26			Examples on PERT calculation- Continued, Difference between CPM/PERT	BN-01
			Problem set and Examples	BN-01
CO 3				
LO: LO 3 : To learn about Network analysis and its Introduction , Basic Terminology/Components, Rules of network construction, Critical Path Method (CPM), PERT Calculation, Difference between CPM /PERT.				
27	Unit IV	Game theory Introduction and Solution Methods of Games	Game Theory : Introduction , Properties, Two-person Zero - Sum Games, Basic Terms : Player, Strategy, Value of Game, Payoff, Maximin - Minimax Principle : Saddle Point ,Theorem	BN-01
28			Solution of Game by Saddle point Technique, Fair and Unfair Game, Examples.	BN-01
29			Games without saddle points - Mixed strategies, Maximin-Minimax Criterion, Solution of 2x2 Game, Theorems, Examples.	BN-01
30			Dominance Property : Rules , Examples based on it, Graphical solution of 2xm and mx2 games : Procedure (Explanation)	BN-01
31			Graphical Solution of 2xm and mx2 Game : Examples. (Both types of Games)	BN-01
32			Problem Set and Examples.	BN-01
33			Arithmetic method for nxn games and Examples	BN-01
34			Solution of mxn games by Linear Programming : Procedure and Example.	BN-01
35			General solution of mxn rectangular games and Examples. Limitations of Games.	BN-01
36			Problem Set and Examples.	BN-01
CO 2 , 3				
LO: LO 4 : To understand about Game theory and its Introduction, Two- person Zero - Sum Games, Basic Terms, The Maximix -Minimax principle, games without saddle points - Mixed strategies, dominance property, Graphical solution of 2xm and mx2 games, Arithmetic method for nxn games, Solution of mxn games by Linear Programming, General solution of mxn rectangular games, Limitations.				
37	Unit V	Non-Linear programming Techniques Quadratic	Non-Linear programming Techniques : Introduction and Formulations. Examples.	BN-01
38			Kuhn -Tucker Conditions with Non – negative Constraints : Necessary and Sufficient Condition : Derivation.	BN-01

39	Programming and their solution method. Separable programming algorithm.	Solution of Non Linear Programming using Kuhn - Tucker Conditions , Examples.	BN-01
40		Different Cases in Non LPP and Their Solution by Kuhn -Tucker Conditions , Examples	BN-01
41		Quadratic Programming : Introduction and Kuhn - Tucker Conditions for QP, Derivation.	BN-01
42		Wolfe's simplex method : Procedure and Examples.	BN-01
43		Beals method: Solution of QP without using Kuhn -Tucker Conditions.	BN-01
44		Separable Convex Programming, Separable programming algorithm. Solution of Non LPP by Separable Programming Algorithms.	BN-01
45		Topic Continued from previous lecture : More examples .	BN-01
46		Problems set and Examples.	BN-01
CO 1			
LO 5 : To understand and development of Non-Linear programming Techniques Kuhn -Tucker Conditions with Non – negative Constraints, Quadratic Programming, Wolfe's simplex method, Beals method, Separable Convex Programming, Separable programming algorithm.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kanti Swarup, P.K. Gupta and Manmohan, Operations Research, Sultan Chand & Sons, New Delhi, fifteenth revised edition.
2. H.A. Taha, Operations Research - An introduction, Macmillan Publishing co. Inc. New york
- 3- S.D, Sharma, Operation Research,
- 4- F.S, Hiller and G.J. Lieberman, Industrial Engineering Series, 1995.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.

3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: OPERATIONS RESEARCH II			
M.Sc. IV Sem			
Goal : To provide information to student that they can use to make decisions for improving their knowledge in solving real life problems through mathematical techniques like Transportation Problem, Assignment Problem, etc. To help student to decide alternative courses of actions by identifying and taking advantages of opportunities and by solving the identified problems. For optimising resource allocation and optimal use of them. To study the quality of care in real life and social life.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
12-15Marks	8-12 Marks	04-08Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Mathematical techniques for solving Transportation Problem, Assignment Problem, Non LPP and Gamee theory problems for Decision Making.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education..	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total	Final Internal Marks Out of 15
Presentation	Assignment	MST	PUT		
Out of 10	Out of 10	Out of 20	Out of 20	60	

Lesson Plan**Subject: Integral Transform-II Paper-IV****Session: Jul-Dec****Class: M.Sc. - IV Sem**

I: Objective of course: The course gives the student a good mathematical maturity and enables to build mathematical thinking and skill. The main objective of this course is to encourage students to develop knowledge of Fourier transform and its properties finite and infinite both.

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Semester examination carrying 85 marks .The Semester exam question paper contain 5 Questions with internal choice. The faculty member will award CCE marks based on Mid semester Test, Pre university Test ,Presentation .Assignment and Class performance . The CCE marks of each paper is of 15 marks.

III: Course Outcomes (CO):

CO1. Student learns to solve wave equations with the use of Laplace transform.

CO2. Students will be able to solve electric circuit's beams problems with the use of Laplace transform.

CO3. Understand complex Fourier transform, inversion formula, sine and cosine transform. Properties of Fourier transforms, convolution and Parseval's identity.

CO4 Student will learn finite fourier transform inverse formula. Operational and combined properties of sine and cosine transform.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	3	2	2	1	-	1	3
CO 2	3	2	-	3	2	2	-	2
CO 3	2	-	1	2	-	2	1	-
CO 4	3	2	2	-	2	1	1	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-IV Integral Transform-II				
1	I	Laplace wave Equations, Problems based on wave equations using Laplace Transform.	Introdution of Units’	B.N.1
2			Explain Laplace wave Equations and Problems based on wave equations.	B.N.1
3			Basic definitions and solve the problems .	B.N.1
4			solve the problems	B.N.1
5			solve the problems	B.N.1
6			solve the problems	B.N.1
7			solve the problems	B.N.1
8			solve the problems	B.N.1
9			solve the problems	B.N.1
CO: 1,2				
LO: Students learn the Laplace Wave equation through Integral Transform.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-IV Integral Transform-II				
10	II	Electric Circuits, Applications to Beams, Problems based on it using Laplace Transform.	Explain Electric Circuits and solve the problems.	B.N.1
11			solve the problems.	B.N.1
12			Applications to Beams'	B.N.1
13			Problems based on it using Laplace Transform.	B.N.1
14			solve the problems.	B.N.1

15		solve the problems.	B.N.1
16		solve the problems.	B.N.1
17		solve the problems.	B.N.1
18		Rivision.	
CO: 1,2			
LO: Understand the basic rules of Integral Transform to use in electric circuits and beams			

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-IV Integral Transform-II				
19	III	The Complex Fourier Transform, Inversion Formula, Fourier cosine and sine Transform.	ExplainThe Complex Fourier Transform.	B.N.1
20			Solve the problems based on previous lecture.	B.N.1
21			Solve the problems based on previous lecture.	B.N.1
22			Inversion Formula and solve the problems.	B.N.1
23			Solve the problems based on previous lecture.	B.N.1
24			Solve the problems based on previous lecture.	B.N.1
25			Fourier cosine and sine Transform.	B.N.1
26			Solve the problems based on previous lecture.	B.N.1
27			Solve the problems based on previous lecture.	
CO: 3,4				
LO: Students understand Complex Fourier Transform, sine and cosine Transform.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
28	IV	Properties of Fourier Transforms, Convolution & Parseval's identity.	Properties of Fourier Transforms	B.N.1
29			Solve the problems based on previous lecture.	B.N.1
30			Solve the problems based on previous lecture.	B.N.1
31			Convolution & Parseval's identity.	B.N.1
32			Solve the problems based on previous lecture.	B.N.1
33			Solve the problems based on previous lecture.	B.N.1
34			Solve the problems based on previous lecture.	B.N.1
35			Solve the problems based on previous lecture.	B.N.1
36			Rivision.	B.N.1
CO: 3				
LO: Understand the properties of Fourier Transform and theorem.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Functional Analysis-II				
37	V	Fourier Transform of the derivatives, Finite Fourier Sine & Cosine Transform, Inversion formula for Sine & Cosine Transform, Operational and combined properties of	Explain Fourier Transform of the derivatives.	B.N.1
38			Properties of Fourier Transforms, Convolution & Parseval's identity.	Properties of Fourier Transforms
39			Solve the problems based on previous lecture	Solve the problems based on previous lecture.
40			Inversion formula for Sine & Cosine Transform	Solve the problems based on previous lecture.
41			Solve the problems based on previous lecture	Convolution & Parseval's

	finite Sine & Cosine Fourier Transform. Application of infinite Fourier Transform)		identity.
42		Operational and combined properties of finite Sine & Cosine Fourier Transform.	Solve the problems based on previous lecture.
43		Solve the problems based on previous lecture	Solve the problems based on previous lecture.
44		Application of infinite Fourier Transform)	Solve the problems based on previous lecture.
45		Solve the problems based on previous lecture	Solve the problems based on previous lecture.
CO: 3			
LO: Students understand Fourier Transform of the derivatives and application of infinite Fourier Transform.			

Book References:**1. Integral Transform by Goyal & Gupta.****VII: Notes:**

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Integral Transform-IV			
M.Sc. IV Sem			
Goal : Students develop the ability to prepare and analyze increasingly complex logical statements. Topics include an overview of Fourier transform finite and infinite both and its application in various branches .			
Objective:. The sequence exposes students to Fourier Transform, Convolution & Parseval's identity, Electric Circuits, Applications to Beams and Laplace Transformation.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Integral Transform further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Integral Transform and further to develop understanding problems of Mathematics.	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 60	Final Internal Marks Out of 15
MST (20)	PUT (20)	Presentation (10)	Assignment (10)		

- **Program Outcome for the B.Sc. (Physics, Mathematics, Electronics) Degree**

1. Develop ability to understand physical concepts theoretically and experimentally with their relevance in day to day life.
2. Development of basic knowledge of Quantum mechanics, Relativity, Nano-technology, Nuclear Physics, Laser & extensive knowledge of Mechanics, Optics, Thermodynamics, Solid state physics, and Electro-Magnetic theory along with skill development of related equipment and experiment.
3. Understanding the basic concepts of Mathematics to develop aptitude of problem solving ability.
4. Applying Mathematics in Interdisciplinary subjects to develop a logical approach.
5. Acquire adequate knowledge of Algebra, Geometry, Calculus, and Trigonometry etc to apply in day to day technology.
6. Understanding the fundamental concepts of basic electronics, Operational amplifiers, Microcontrollers, Microprocessors and Communication systems.
7. Develop the skills in handling scientific instruments designing and fabrication experimental kits apart from the prescribed curriculum as a value added qualification for the industrial and academic fields
8. Inculcate the logical reasoning ability and leadership quality & imbibe the moral, social and ethical values to practice high standards in professional life.

- **Program Outcome for the B.Sc. (Physics, Mathematics, Comp. Sci.) Degree**

1. Develop ability to understand physical concepts theoretically and experimentally with their relevance in day to day life.
2. Development of basic knowledge of Quantum mechanics, Relativity, Nano-technology, Nuclear Physics, Laser & extensive knowledge of Mechanics, Optics, Thermodynamics, Solid state physics, and Electro-Magnetic theory along with skill development of related equipment and experiment.
3. Understanding the basic concepts of Mathematics to develop aptitude of problem solving ability.
4. Applying Mathematics in Interdisciplinary subjects to develop a logical approach.
5. Acquire adequate knowledge of Algebra, Geometry, Calculus, and Trigonometry etc to apply in day to day technology.
6. Inculcate the logical reasoning ability and leadership quality & imbibe the moral, social and ethical values to practice high standards in professional life.
7. Understand the fundamental concepts of computers and business environment and IT application in business and also learn technologies and IT languages so the business problem could be addressed
8. To develop skilled manpower in the various areas of information technology like: data base management, software development, computer-languages, software engineering, web based applications etc.

Lesson Plan**Subject: Algebra and Trigonometry****Session: Jul-Dec****Class: B.Sc. - I Sem**

I: Objective of course: The successful student should be able to acquire a basic vocabulary in mathematics, develop basic skills in manipulating and simplifying algebraic expressions, acquire expertise in solving polynomial equations, linear equations involving exponential, logarithmic and trig functions, , the trig ratios, Law of Sines and Law of Cosines, prove simple trig identities, and prepare for other math courses at the college level.

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Yearly examination carrying 40 marks (40 marks for each paper I , II and III). The Yearly exam paper –I , Paper-II and paper –III each question paper contain 5 Objective Type Questions, 5 Short answer type questions and 5 Long Answer Type Questions with internal choice. The faculty member will award CCE marks based on Quarterly and Half Yearly Exam marks. The CCE marks of each paper 10 marks based on Quarterly (5 Marks) and Half Yearly (5 Marks) Examination.

III: Course Outcomes (CO):

CO1 Students will able to use matrices techniques for solving system of homogeneous and non-homogeneous simultaneous linear equations. Find Eigen values and Eigen vectors of the matrix.

CO2 Identify consistent, inconsistent, dependent and independent system of equations in three variables and learn to write the solutions for each type.

CO3 Demonstrate algebraic ability with algebraic topics including exponential, logarithmic, and trigonometric functions and can express hyperbolic and inverse hyperbolic functions by using De Moivre's theorem.

CO4 Students will use Boolean algebra to design and simplify logical circuits. Apply truth tables and the rules of propositional and predicate about the statement.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	2	-	-	1	2
CO 2	3	2	2	1	-	2	1	2
CO 3	2	3	-	2	2	-	1	2

CO 4	3	1	-	2	-	3	2	2
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Algebra and Trigonometry				
1	I	Rank of a matrix ,Characteristic equation of a matrix, Eigen values and Eigen vectors	Introduction of paper and basic definitions.	B.N. 2,5
2			Definition of Rank of row matrices, column matrices and Linearly dependent and Linearly independent matrices.	B.N. 2,5
3			Solve the problems related to previous lecture.	B.N. 2,5
4			Find rank by Echelon form	B.N. 2,5
5			Solve the problems related to previous lecture.	B.N. 2,5
6			Find rank by normal form	B.N. 2,5
7			Solve the problems related to previous lecture.	B.N. 2,5
8			Find rank by direct method	B.N. 2,5
9			Find Eigen value and Eigen vectors of a matrix	B.N. 2,5
10			Solve the problems related to previous lecture	B.N. 2,5
11			Types of matrices and theorem based on definitions.	B.N. 2,5
12			Revision of unit I	
CO: 1,2				
LO: Students will be able to find Rank of a matrix,Normal and Eachlon form of a matrix, Eigen values, eigen vectors.,Characteristic equation of a matrix,Linear independence of row and column matrix.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
13	II	Cayley Hamilton theorem, Application of matrices to a system of linear (both homogenous and non - homogenous) equations. Theorems on consistency and inconsistency of a system of linear equations.	Prove Cayley Hamilton theorem.	B.N.2,5
14			Problems based on Cayley Hamilton theorem.	B.N. 2,5
15			Problems based on Cayley Hamilton theorem.	B.N. 2,5
16			Practice	B.N. 2,5
17			Cramer's solution , explain conditions for consistency and In consistency	B.N. 2,5
18			Problem based on non-homogeneous equations	B.N. 2,5
19			Solve the problems related to previous lecture	B.N. 2,5
20			Problem based on homogeneous equations	B.N. 2,5
21			Solve the problems related to previous lecture	B.N. 2,5
22			Practice	
23			Revision of unit II	

CO: 1

LO: Students understand the proof of Cayley Hamilton theorem and its use in finding inverse of matrix. Application of matrix to solve system of linear (both homogenous and non - homogenous) equations. Theorems on consistency and inconsistency of a system of linear equations. Solving the linear equations with three unknowns.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
24	III	Theory of equations	Explain basic definition and Problems based on Synthetic division (Short answer type questions).	B.N.3,4,5
25			Problems based on Synthetic division (Long answer type questions).	B.N. .3,4,5
26			Greatest common divisor division (Long answer type questions).	B.N. .3,4,5
27			Solve the problems related to previous lecture	B.N. .3,4,5
28			Relation between the roots and coefficients of a general polynomial equation	B.N. .3,4,5
29			Solve the problems related to previous lecture (Short answer type questions).	B.N. .3,4,5
30			Solve the problems related to previous lecture	B.N. .3,4,5
31			Solve the problems related to previous lecture	B.N. .3,4,5
32			Transformation of equations, Descarte's rule of signs.	B.N. .3,4,5
33			Transformation of equations, roots multiplied by a constant k.	B.N. .3,4,5
34			Transformation of equations, Reciprocal of the roots.	B.N. .3,4,5
35			Transformation of equations, roots diminished by h.	B.N. .3,4,5
36			Problems based on removal of terms.	B.N. .3,4,5
37			Transformation in general	B.N. .3,4,5
38			Solve the problems related to previous lecture	B.N. .3,4,5
39			Descarte's rule	B.N. .3,4,5
40			Revision of unit III	

CO: 1

LO: Students learn the solving skill in the Relation between the roots and coefficients of a general polynomial equation in one variable. Transformation of equations, Descarte's rule of signs.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1				

B.Sc. – I Year

Subject: Algebra and Trigonometry

Lecture no.	Unit no.	Topics	Sub Topic	Reference
41	IV	Symbolic logic and algebra of propositions, Boolean Algebra, Algebra of electric circuits and its application	Basic definitions related to topic and examples.	B.N.5
42			Problems based on Truth table.	B.N. 5
43			Solve the problems related to previous lecture	B.N. 5
44			Problems based on logical equivalence.	B.N. 5
45			Practice the problems.	B.N. 5
46			Properties of Boolean Algebra.	B.N. 5
47			Solve the problems related to previous lecture	B.N. 5
48			Duality and properties of Boolean Algebra.	B.N. 5
49			Solve the problems related to previous lecture	B.N. 5
50			Solve the problems related to previous lecture	B.N. 5
51			Application of Boolean Algebra of switching circuit designs.	B.N. 5
52			Solve the problems related to previous lecture	B.N. 5
53			Logic gates and circuits.	B.N. 5
54			Solve the problems related to previous lecture	B.N.
55			Revision of unit IV	

CO: 4

LO: understand the basic rules, Logic-Logical connectives, Truth tables Tautologies and Contradictions, logical equivalence, Algebra of propositions, Boolean Algebra definition and properties, switching circuits and its applications, logic gates and circuits.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1				

B.Sc. – I Year

Subject: Algebra and Trigonometry

Lecture no.	Unit no.	Topics	Sub Topic	Reference
56	V	De Moivre's theorem and its applications, direct and inverse circular and hyperbolic functions, expansion of trigonometric functions, theorem of complex quantities, Gregory's series, Summation of trigonometrical series.	Proof of De Moivre's theorem.	B.N.1,4,5
57			Solve the problems related to previous lecture	B.N. 1,4,5
58			Problems based on Extraction of roots of a complex quantity.	B.N. 1,4,5
59			Problems based on expansions of trigonometry ratios.	B.N. 1,4,5
60			Circular functions and hyperbolic functions.	B.N. 1,4,5
61			inverse circular and hyperbolic functions.	B.N. 1,4,5
62			Solve the problems related to previous lecture	B.N. 1,4,5
63			Expansions of trigonometrical functions.	B.N. 1,4,5
64			Solve the problems related to previous lecture	B.N. 1,4,5
65			Logarithm of complex quantities.	B.N. 1,4,5
66			Solve the problems related to previous lecture	B.N. 1,4,5
67			Gregory's series	B.N. 1,4,5
68			Solve the problems related to previous lecture	B.N. 1,4,5
69			Summation of trigonometrical series.	B.N. 1,4,5
70			Solve the problems related to previous lecture	B.N. 1,4,5
71			Revision of unit IV	
72			Revision and solve the students problem	
73			Revision and solve the students problem	
74			Revision and solve the students problem	
75			Revision and solve the students problem	

CO : 3

LO : Students understand the proof and solve the problems in De Moivre's theorem and its applications, direct and inverse circular and hyperbolic functions, expansion of trigonometric functions, theorem of complex quantities, Gregory's series, Summation of trigonometrical series.

B.Sc. – I Year

Subject: Algebra and Trigonometry

Lecture no.	Unit no.	Topics	Sub Topic	Reference

Books:

1. S.L. Loney – Plane Trigonometry Part II
2. K.B. Datta – Matrix and Linear Algebra Prentice Hall of India Pvt. New Delhi 2000
3. Chandrika Prasad – A Text Book on Algebra and Theory of Equations, Pothishala Pvt. Ltd. Allahabad
4. R.S. Verma and K.S. Shukla, Text Book on Trigonometry Pothishala Pvt. Ltd.
5. Dr.H.K.Pathak: Algebra and Trigonometry..

VI : Notes

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:Algebra and Trigonometry			
B.Sc. I Year			
Goal : The goal of this course is to introduce the study of algebra and trigonometry for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically matrix,theory of equations,trigonometric functions,etc.			
Objective: The sequence exposes students to matrix, theory of equations,trigonometric functions,etc.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Algebra and Trigonometry further to develop understanding problems of Mathematics and solve.	% Students having the basic concept of Algebra and Trigonometry and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 40	Final Internal Marks Out of 10
Quaterly Exam (10)	Half Yearly Exam (10)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE

Lesson Plan

Subject: Calculus and Differential Equation, Paper II

Session: Jul - March

Class: B.Sc First year

I: Objective of course: To explain them the method of Integration and use it in solving the various types of differential equation.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 40 marks of theory paper will have three sections A, B and C. Section A objective type question carries 5 marks for 5 questions, Section B short answer type question carries 10 marks for 5 questions which have internal choice itself and Section C long answer type question carries 25 marks for 5 questions which have internal choice itself.

III: Course Outcomes (CO):

CO 1: Develop the ability to use differentiation in expansions of function with the help of Maclaurins and Taylors theorem by using Leibnitz Theorem of successive Differentiation.

CO 2: Develop the ability to find the multiple points for a curve and then trace the curve.

CO 3: Develop the ability to use different methods of Integration for different types of functions. Use the method of Integration to find the area and length of the curves.

CO 4: Develop the method of integration to solve various types of differential equations of first order and Higher degrees and also of second order.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	-	1	-	1	-	2
CO 2	3	3	2	2	-	3	-	-
CO 3	2	2	-	3	-	3	-	2
CO 4	2	3	3	3	-	2	-	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Successive Differentiation , Leibnitz Theorem , Maclaurin and Taylor Series expansion and Asymptotes	Basics introduction of topic from 12 th class base	B.N.1-4
2			Successive Differentiation	B.N.1-4
3			N th Derivative	B.N.1-4
4			Use of Partial fraction and Leibnitz Theorem	B.N.1-4
5			N th Derivative of some special value of x	B.N.1-4
6			Maclaurin Series expansion ,Proof	B.N.1-4
7			Taylor Series expansion Proof	
8			Practice problems on Maclaurin Series	B.N.1-4
9			Practice problems on Taylor Series	B.N.1-4
10			Practice problems on above topic	B.N.1-4
11			Introduction of Asymptotes	B.N.1-4
12			Asymptotes of the general curve	B.N.1-4
13			Two parallel Asymptotes	B.N.1-4
14			Practice problems on Asymptotes	B.N.1-4
15			Problems on intersection of curve and Asymptotes.	B.N.1-4
CO : 1				
LO1 : Students will able to find Successive differentiation and understand the proof of Leibnitz theorem, Maclaurin's and Taylor series expansions. Concept of Asymptotes				
16	2	Curvature, Tests for concavity and convexity, Points of inflexion. Multiple points, Tracing of curves in Cartesian and polar co-ordinates	Introduction of Curvature	B.N.1-4
17			Various formulae for finding radius of Curvature	B.N.1-4
18			Practice problems on above topic	
19			Practice problems on above topic	B.N.1-4
20			Centre of Curvature and chord of Curvature	B.N.1-4
21			Introduction of Concavity and convexity	B.N.1-4
22			Point of inflexion. Multiple points	B.N.1-4
23			Method to find the Multiple points	B.N.1-4
24			Practice problems on above topic	B.N.1-4
25			Introduction of Tracing of curves	B.N.1-4
26			Tracing of curves in Cartesian co-ordinates	B.N.1-4
27			Tracing of curves in polar co-ordinates	B.N.1-4
28			Practice problems on above topic	B.N.1-4
29			Practice problems on above topic	B.N.1-4

CO: 2

LO: Develop and learn the skills to find the Curvature , Tests for concavity and convexity Points of inflexion. Multiple points, Tracing of curves in Cartesian and polar co-ordinates.

30	3	Integration of transcendental functions, Definite Integrals, Reduction formulae Quadrature , Rectification.	General method of Integration	B.N.1-4
31			Integration of transcendental functions,	B.N.1-4
32			Integration of Hyperbolic functions	B.N.1-4
33			Practice problems on above topic	B.N.1-4
34			Definite Integrals	B.N.1-4
35			General properties of Definite Integrals	B.N.1-4
36			Definite Integrals as a limit	
37			Reduction formulae	B.N.1-4
38			Standard Results	B.N.1-4
39			Practice problems on above topic.	B.N.1-4
40			Practice problems on above topic	B.N.1-4
41			Area Under Curve	B.N.1-4
42			Practice problems on above topic	B.N.1-4
43			Length of curves	B.N.1-4
44			Practice problems on above topic	B.N.1-4

CO :3

LO: Effective use of mathematical skills to solve the Integration of transcendental functions, Reduction formulae. Definite Integrals, Quadrature, Rectification of curves..

45	4	Linear differential equations and equations reducible to the linear form, Exact differential equation, First order higher degree equations solvable for x, y, p, Clairaut's form and singular solutions. Geometrical meaning of differential equations	Introduction of Linear differential equations	B.N.1-4
46			Equations reducible to the linear form	B.N.1-4
47			Change of variable	B.N.1-4
48			Exact differential equation	B.N.1-4
49			Condition of Exact differential equation	B.N.1-4
50			Integrating factor	B.N.1-4
51			Equation solvable for x, y, p,	B.N.1-4
52			Equation Homogeneous in x and y	B.N.1-4
53			Clairaut's form	B.N.1-4
54			Singular solutions.	B.N.1-4
55			Geometrical meaning of differential equations and family of curves.	B.N.1-4
57			Practice problems on above topics	B.N.1-4
58			Practice problems on above topics	B.N.1-4

		Orthogonal Trajectories.	Practice problems on above topics	B.N.1-4	N 1 - 4
59					
CO: 2					
LO : Student can recognize Linear equations and can reduce it to the linear form, Exact differential equation, First order higher degree equations for x, y, p, Clairaut's form and singular solutions of differential equation.					
60	5	Linear differential equations with constant coefficients. Homogenous linear ordinary differential equations, linear Differential equations of second order. Transformation of the equation by changing the dependent variable and the independent variable Method of variation of parameters,	Introduction	B.N.1-4	
61			Auxiliary equation and its practice problem	B.N.1-4	
62			Method of finding Particular Integral	B.N.1-4	
63			Practice problems on above topics	B.N.1-4	
64			Short method of finding Particular Integral	B.N.1-4	
65			Practice problems on above topics	B.N.1-4	
66			Homogenous linear ordinary differential equations,	B.N.1-4	
67			Practice problems on above topics		
67			linear Differential equations of second order.	B.N.1-4	
68			Equation Reducible to linear equations	B.N.1-4	
68			Practice problems on above topics	B.N.1-4	
69			Removal of First Derivative	B.N.1-4	
70			Transformation of the equation by changing the dependent variable	B.N.1-4	
71			Practice problems on above topics	B.N.1-4	
72			Method of variation of parameters,	B.N.1-4	
73			Cauchy Linear Equation	B.N.1-4	
74	Practice problems on above topics	B.N.1-4			
75	Practice problems on above topics	B.N.1-4			

CO 4

LO Determine and implement best technique to solve Linear differential equations with constant coefficients, Homogenous linear ordinary differential equations, linear differential equations of second order. Transformation of the equation by changing the dependent variable and the independent variable by Method of variation of parameters

VI: Books as Text and Reference:

1. Gorakh Prasad – Differential Calculus, Pothishala pvt. Ltd. Allahabad
2. Gorakh Prasad – Integral Calculus, Pothishala pvt. Ltd. Allahabad
3. D.A. Murray : Introductory Course in Differential Equations, Orient Long man, India 1967.
4. H.K. Pathak: Calculus and Differential Equation.

VI : Notes

1. There will be individual assignment, presentations and group assignment.
 2. Class test will be based on theoretical and practical aspect of the subject.
 3. Class performance and discipline will be an important factor for assessing internal marks.
 4. The result of each tests/assignment will be declared within one week.
 5. Late submissions will not be accepted in any case.
 6. Attendance will be a major factor for assessing class performance.
-

VIII Rubric for Internal Assessment			
Subject: Calculus and Differential Equation			
B.Sc. I Year			
Goal : The goal of this course is to introduce the study of Calculus and Differential Equation for students to gain an understanding and appreciation of the elegance, utility and mathematical importance .			
Objective: The sequence exposes students to matrix, theory of Calculus and Differential Equation			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Calculus and Differential Equation further to develop understanding problems of Mathematics and solve.	% Students having the basic concept of Calculus and Differential Equation and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of su

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 40	Final Internal Marks Out of 10
Quaterly Exam (10)	Half Yearly Exam (10)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Vector Analysis and Geometry Paper III****Session: Jul-Dec****Class: B.Sc. First year****I: Objective of course:**

The objective of the module is to introduce and develop the methods of vector analysis. These methods provide a natural aid to the understanding of geometry and some physical concepts. They are also a fundamental tool in many theories of Applied Mathematics.

II: Examination:

The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 40 marks of theory paper will have three sections A, B and C. Section A objective type question carries 5 marks for 5 questions, Section B short answer type question carries 10 marks for 5 questions which have internal choice itself and Section C long answer type question carries 25 marks for 5 questions which have internal choice itself.

III: Course Outcomes (CO):

CO1: Skills to calculate the results of vector addition, subtraction, vector product of three and four vectors as well as distance between points, able to find length area and volumes of curve and objects with vector function.

CO2: Learn to apply and verify Green's, Stoke's and Gauss theorem.

CO3: Investigate and relate geometric ideas to object of three dimensional using various approaches and methods.

CO4: Analyze and evaluate rectangular, cylindrical and spherical co-ordinates by different means.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	2	1	1		
CO 2	3	3		3	1	2		
CO 3	3	3		3	1	2		
CO 4	3	3	1	1	1	1		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Scalar and Vector Product, Vector Differentiation, Gradient, Divergence and Curl.	Basics introduction of topic from 12 th class base	B.N. 2,3,6
2			Scalar and vector product of two vectors	B.N. 2,3,6
3			Scalar and vector product of three and four vectors	B.N. 2,3,6
4			Practice problems on above topic	B.N. 2,3,6
5			Reciprocal system of vectors	B.N. 2,3,6
6			Properties and problem on reciprocal system	B.N. 2,3,6
7			Derivative of scalar and cross product of vectors	B.N. 2,3,6
8			Practice problems on above topic	B.N. 2,3,6
9			Derivative of triple products	B.N. 2,3,6
10			Practice problems on above topic	B.N. 2,3,6
11			Introduction to del operator and basic problems	B.N. 2,3,6
12			Concept of Gradient, Divergence and Curl.	B.N. 2,3,6
13			Problems on gradient	B.N. 2,3,6
14			Directional derivative and its problem	B.N. 2,3,6
15			Problems on divergence and curl.	B.N. 2,3,6
CO:1.				
LO 1: Students will able to find Vector product of three and four vectors, Vector differentiation, Gradient, Divergence and Curl.				
16	2	Vector integration, Theorem of Gauss, Theorem of Green, Stoke's theorem	Basic problems on Vector integration.	B.N. 2,3,5,8
17			Line, Surface and volume integral concepts	B.N. 2,3,5,8
18			Line integral problems	B.N. 2,3,5,8
19			Practice problems on above topic	B.N. 2,3,5,8
20			surface integral problems	B.N. 2,3,5,8
21			Practice problems on above topic	B.N. 2,3,5,8
22			Volume integral problems	B.N. 2,3,5,8
23			Practice problems on above topic	B.N. 2,3,5,8
24			Gauss's theorem and application	B.N. 2,3,5,8
25			Problems on Gauss	B.N. 2,3,5,8
26			Green's theorem and application	B.N. 2,3,5,8
27			Problems on Greens	B.N. 2,3,5,8
28			stokes's theorem and application	B.N. 2,3,5,8
29			Problems on Stokes.	B.N. 2,3,5,8
CO: 2				
LO 2: Develop and maintain the skills to solve Vector integration and understand the Gauss, Greens and Stoke's theorem.				

30	3	General Equation of Second degree and Tracing, System, and Polar Equation of Conic.	General equation of second degree and its concept	B.N. 1,3,4
31			Nature and tracing of conic.	B.N. 1,3,4
32			Working rule to find the centre of conic, eccentricity, foci, directrix.	B.N. 1,3,4
33			Tracing of central conic	B.N. 1,3,4
34			Tracing of parabola	B.N. 1,3,4
35			System of conics	B.N. 1,3,4
36			Intersection of two conics	B.N. 1,3,4
37			Angle of intersection of two curves and circles	B.N. 1,3,4
38			Conic passing through five and four fixed points.	B.N. 1,3,4
39			Radical axis and its properties.	B.N. 1,3,4
40			Polar coordinates of a point	B.N. 1,3,4
41			Tracing of conic	B.N. 1,3,4
42			Practice problems on above topic	B.N. 1,3,4
43			Normal and its problems	B.N. 1,3,4
44			Pole and its problem.	B.N. 1,3,4

CO: 3

LO3: Students develop and maintain problem solving skill in general equation of second degree, tracing of conics, polar equation of conics.

45	4	The Cone and Cylinder.	Equation of cone with given vertex and base.	B.N. 1,3,9
46			Practice problems on above topic	B.N. 1,3,9
47			Equation of cone whose vertex at origin.	B.N. 1,3,9
48			Generator of the cone	B.N. 1,3,9
49			Tangent line and plane to cone	B.N. 1,3,9
50			Reciprocal , right circular and enveloping cone	B.N. 1,3,9
51			Equation of a cylinder	B.N. 1,3,9
52			Right circular cylinder	B.N. 1,3,9
53			Tangent plane to a cylinder	B.N. 1,3,9
54			Enveloping cylinder	B.N. 1,3,9
55			Practice problems on above topic.	B.N. 1,3,9

CO:4

LO4 : Demonstrate the properties of Equation of cone with given base, generators of cone, condition for three mutually perpendicular generators, Right circular cone, Equation of Cylinder, Right circular cylinder, enveloping cylinder

56		The central conicoids,	General equation of second degree in three variables.	B.N. 1,3,11
57			Standard equation and its practice problem	B.N. 1,3,11
58			Intersection of a straight line and central conicoid	B.N. 1,3,11
59			Tangent lines and tangent planes, condition of tangency.	B.N. 1,3,11

60	5	Paraboloid and generating lines.	Enveloping cone and cylinder to a conicoid	B.N. 1,3,11		
61			Practice problems on above topics	B.N. 1,3,11		
62			General equation of paraboloid	B.N. 1,3,11		
63			Tangent plane and condition to tangency	B.N. 1,3,11		
64			Normal to the paraboloid	B.N. 1,3,11		
65			Practice problems on above topics	B.N. 1,3,11		
66			Plane section of conicoid theorem	B.N. 1,3,11		
67			Circular section of ellipsoid.	B.N. 1,3,11		
68			Circular section of hyperboloid.	B.N. 1,3,11		
69			Circular section of paraboloid.	B.N. 1,3,11		
70			Practice problems on above topics	B.N. 1,3,11		
71			Generating lines theorem	B.N. 1,3,11		
72			Condition for a line to be generator	B.N. 1,3,11		
73			Generating line of the hyperboloid and its properties.	B.N. 1,3,11		
74			Projection of generators on the principal planes.	B.N. 1,3,11		
75			Practice problems on above topics	B.N. 1,3,11		
CO: 3,4						
LO5: Effective use of mathematical skills to solve the central conicoids, paraboloids, plane section of conicoids, generating line.						

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Reference:

1. N. Saran & R.S. Gupta: Analytical Geometry of Three dimensions. Pothishala Pvt. Ltd. Allahabad
2. N. Saran & S.N. Nigam: Introduction to Vector Analysis, Pothishala Pvt. Ltd., Allahabad
3. Dr.H.K.Pathak : Vector Analysis and geometry.
4. Gorakh Prasad and H. C. Gupta – Text book on coordinate geometry, Pothishala pvt. Ltd. Allahabad.
5. Shanti Narayan, A text book of Vector Calculus's. S. Chand & Co., New Delhi.
6. Shanti Narayan, A text book of Vector Algebra. S. Chand & Co., New Delhi.
7. Murray R. Spiegel, Theory & problems of Advanced Calculus. Schaum's outline series, Schaum Publishing Co. New York.
8. Murray R. Spiegel, Vector Analysis. Schaum's outline series, Schaum Publishing Co. New York.
9. S.L. Loney, Elements of Coordinate Geometry, Macmillan and Co. London.
10. P.K. Jain & Khalil Ahmad, A text book of Analytical Geometry of Two Dimensions, Wiley Eastern Ltd. 1994
11. P.K. Jain & Khalil Ahmad, A text book of Analytical Geometry of Three Dimensions, Wiley Eastern Ltd. 1999
- 12.. R.J.T. Bell : Elementary Treatise on Coordinate Geometry of Three dimensions, Macmillan India Ltd. 1994.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Vector Analysis and Geometry			
B.Sc. First year			
Goal: Realized how developments in any science subject helps in the development of other science subjects and vice-versa and how interdisciplinary approach helps them in further studies.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
08-10 Marks	05-08 Marks	02-05 Marks	00-02 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 40	Final Internal Marks Out of 10
Presentation Out of 10	Assignment Out of 10	Quarterly exam Out of 10	Half Yearly Exam Out of 10		

Lesson Plan**Subject: Abstract Algebra -I****Session: Jul-Dec****Class: B.Sc. - II Year**

I: Objective of course: This course is designed for undergraduate mathematics represents an introductory theory-based course in abstract algebra. The focus of the course will be the study of certain structures called groups, rings, fields and some related structures. Abstract algebra gives to student a good mathematical maturity and enables to build mathematical thinking and skill. A major objective is to introduce students to the language and precision of modern abstract algebra. This means that the course will be proof-based, in the sense that students will be expected to understand, construct, and write proofs which is one of the basic pillars of modern mathematics

II: Examination: The examination scheme for theory examination of Mathematics subject is as follows:- The Yearly examination carrying 40 marks (40 marks for each paper I, II and III). The Yearly exam paper –I, Paper-II and paper –III each question paper contain 5 Objective Type Questions, 5 Short answer type questions and 5 Long Answer Type Questions with internal choice. The faculty member will award CCE marks based on Quarterly and Half Yearly Exam marks. The CCE marks of each paper 10 marks based on Quarterly (5 Marks) and Half Yearly (5 Marks) Examination.

III: Course Outcomes (CO):

CO1 Understand the concepts of Groups, Sub-Groups, Normal Subgroups, Quotient Groups, Rings, Sub-Rings, Ideals Including Integral Domain, Homomorphism and Isomorphism.

CO2 Explain the fundamental concepts of advanced algebra and its role in modern mathematics and applications.

CO3 Develop capabilities with an axiomatic treatment of mathematics.

CO4 Demonstrate to understand to verify relationships between operations satisfying various properties of groups.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	-	3	-	2	2	2
CO 2	3	3	-	2	-	2	1	2
CO 3	2	2	2	-	-	-	-	2

CO 4	3	2	2	2	-	-	1	2
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PAPER-I Abstract Algebra				
1	I	group, Subgroups, Algebra of subgroups, Cyclic groups and their simple properties.	Introduction of paper and basic definitions.	B.N.1-5
2			Group. abelian group and examples.	B.N.1-5
3			Solve the problems related to previous lecture.	B.N.1-5
4			General properties of groups.	B.N.1-5
5			Solve the problems related to previous lecture.	B.N.1-5
6			Definitions and Solve the problems related to previous lecture.	B.N.1-5
7			Definitions of Subgroup and theorems	B.N.1-5
8			Theorms related to previous lecture.	B.N.1-5
9			Theorms related to previous lecture.	B.N.1-5
10			Theorms related to previous lecture.	B.N.1-5
11			Definitions of Cyclic group and theorems	B.N.1-5
12			Theorems related to previous lecture.	B.N.1-5
13			Theorems related to previous lecture.	B.N.1-5
14			Revision of unit I	
CO:1.				
LO: Students learn the Definition and basic properties of group to find the proof and solve problems. Order of an element of a group, Subgroups, Algebra of subgroups, Cyclic groups and their simple properties.				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
15	II	Coset decomposition. Lagrange's theorem and its corollaries including Fermat's theorem, Normal sub group and Quotient groups.	Explain Cosets and theorems	B.N.1-5
16			Theorems related to previous lecture.	B.N.1-5
17			Theorems related to previous lecture.	B.N.1-5
18			Lagrange's theorem	B.N.1-5
19			Fermat's theorem	B.N.1-5
20			Theorems related to previous lecture.	B.N.1-5

21		Examples related to previous lecture.	B.N.1-5
22		Define Normal subgroups with examples.	B.N.1-5
23		Theorems related to previous lecture.	B.N.1-5
24		Theorems related to previous lecture.	B.N.1-5
25		Centre of a group and theorems	B.N.1-5
26		Quotient group and theorems	B.N.1-5
27		Theorems related to previous lecture.	B.N.1-5
28		Theorems related to previous lecture.	B.N.1-5
29		Revision of unit II	

CO: 1

LO: Students learn Coset decomposition. Lagrange's theorem and its corollaries including Fermat's theorem, Normal sub group and Quotient groups.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
30	III	Homomorphism and Isomorphism of groups , fundamental theorem of Homomorphism, Transformation and Permutation group. S_n (various subgroups of S_n , $n < 5$ to be studied) and Cayley's theorem.	Definitions of Homomorphism and properties of Homomorphism.	B.N.1-5
31			Isomorphism of groups and examples.	B.N.1-5
32			properties of Isomorphism.	B.N.1-5
33			Theorems related to previous lecture.	B.N.1-5
34			Theorems related to previous lecture.	B.N.1-5
35			Kernel of Homomorphism and theorem.	B.N.1-5
36			Second theorem on Homomorphism.	B.N.1-5
37			Theorems related to previous lecture.	B.N.1-5
38			Permutation group and examples.	B.N.1-5
39			Groups of Permutation , Cyclic Permutation and theorem.	B.N.1-5
40			Even and odd Permutation and theorem.	B.N.1-5
41			Cayley's theorem	B.N.1-5
42			Examples .	B.N.1-5
43			Explain Automorphism of a group with example	B.N.1-5
44			Theorems related to previous lecture.	B.N.1-5
45			Examples	B.N.1-5
46			Revision of unit III	

CO : 1,2

LO: Demonstrate the effective use of mathematical skills to solve theorems of Homomorphism and Isomorphism of groups , fundamental theorem of Homomorphism, Transformation and Permutation group. S_n (various subgroups of S_n , $n < 5$ to be studied) and Cayley's theorem.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
47	IV	Group : Automorphisms, inner automorphism. Group of Automorphism, Conjugacy relation and centraliser. Normaliser. Counting principle and the class equation of a finite group. Cauchy's theorem for finite abelian groups and non abelian groups.	Explain Automorphism of a group with example	B.N.1-5
48			Theorems related to previous lecture.	B.N.1-5
49			Examples	B.N.1-5
50			Explain Conjugacy relation, centraliser. Normaliser with examples.	B.N.1-5
51			Theorems related to previous lecture.	B.N.1-5
52			Theorems related to previous lecture.	B.N.1-5
53			Cauchy's theorem for finite abelian groups	B.N.1-5
54			Cauchy's theorem for finite non abelian groups.	B.N.1-5
55			Sylow's theorem	B.N.1-5
56			Leema related to previous lecture.	B.N.1-5
57			Second Sylow's theorem.	B.N.1-5
58			Leema related to previous lecture.	B.N.1-5
59			Third Sylow's theorem.	B.N.1-5
60			Examples	B.N.1-5
61			Revision of unit IV.	

CO:3.

LO: Students learn the proof and solve the problems in Group : Automorphisms, inner automorphism. Group of Automorphism, Conjugacy relation and centraliser. Normaliser. Counting principle and the class equation of a finite group. Cauchy's theorem for finite abelian groups and non abelian groups.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1				

Lecture no.	Unit no.	Topics	Sub Topic	Reference
62	V	Definition and basic properties of rings, Ring homomorphism subrings, Ideals and Quotient Rings ,polynomial rings and its properties, integral domains and fields.	Definition and basic properties of rings and examples.	B.N.1-5
63			Properties of rings and theorem.	B.N.1-5
64			Definitions and theorems	B.N.1-5
65			Theorems related to previous lecture.	B.N.1-5
66			Explain Subring and theorems.	B.N.1-5
67			Polynomial rings and its properties.	B.N.1-5
68			Definition and basic properties of Integral domain and examples.	B.N.1-5
69			Theorems related to previous lecture.	B.N.1-5
70			Definition and basic properties of Field and examples.	B.N.1-5
71			Theorems related to previous lecture.	B.N.1-5
72			Theorems related to previous lecture.	B.N.1-5
73			Revision of unit V.	
74			Revision of syllabus .	
75			Revision of syllabus.	

CO : 4

LO: Students learn the Definition and basic properties of rings, Ring homomorphism subrings, Ideals and Quotient Rings ,polynomial rings and its properties, integral domains and fields.

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1				

Book References:

1. N. Herstein Topics in Algebra, Wiley Eastern Ltd., New Delhi, 1975.
2. N. Jacobson, Basis Algebra, Vols, I & II. W.H. Freeman, 1980 (also published by Hindustan Publishing Company.)
3. Shanti Narayan, A Text Book of Modern Abstract Algebra, S. Chand & Co. New Delhi
4. Shanti Narayan, A Text Book of Modern Abstract Algebra, S. Chand & Co. New Delhi
5. Dr. H.K. Pathak: Real Analysis, Differential Equation & Abstract Algebra.

VII: Notes:

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Abstract Algebra			
B.Sc. II Year			
Goal : The goal of this course is to introduce the study of abstract algebra and for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically groups, rings and fields.			
Objective: This sequence provides an introduction to modern algebra. The sequence exposes students to groups, rings and fields. This particular course will focus on the topic of groups and the maps between groups, namely homomorphisms and isomorphisms.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Abstract Algebra further to develop understanding problems of Mathematics and solve.	% Students having the basic concept of Abstract Algebra and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 40	Final Internal Marks Out of 10
Quarterly Exam (10)	Half Yearly Exam (10)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE

Lesson Plan

Subject: Advance Calculus, Paper II

Session: Jul - March

Class: B. Sc. II year

Objective of course: To explain them the method of Integration , Sequences, Continuity , Partial differentiation, Jacobians , Double and triple Integral

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 40 marks of theory paper will have three sections A, B and C. Section A objective type question carries 5 marks for 5 questions, Section B short answer type question carries 10 marks for 5 questions which have internal choice itself and Section C long answer type question carries 25 marks for 5 questions which have internal choice itself.

III: Course Outcomes (CO):

CO 1 : Develop the ability to understand different types of sequences by various tests. Understand the convergence sequences.

CO 2 : Develop the ability to understand the function, its continuity. Mean Value Theorem and their Geometrical Interpretation.

CO 3 : Develop the ability to understand Limits, Continuity of Function of Two variables. Use of Partial Differentiation in various real problems. Use of differentiation in finding Maxima and Minima of a Function.

CO 4 : Develop the ability to find the double and triple integrals, Beta and Gamma Function. Use of Multiple Integration in finding the volume and surface of the solid.

IV: PO- CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	2	-	3	1	3
CO 2	2	2	1	-	-	2	-	3
CO 3	2	3	3	3	-	2	-	2
CO 4	3	3	2	2	-	3	-	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Definition of a Sequence . Theorems on limits of sequences. Bounded and Monotonic of sequences. Cauchy's convergence criterion. Series of non-negative terms. Comparison test, Cauchy's integral test, Ratio test. Raabe's test, logarithmic test. Leibnitz's theorem. Absolute and conditional convergence.	Basics introduction of topic from 12 th class base	B.N.1,2
2			Convergence of Sequences	B.N.1,2
3			Bounded and Monotonic Sequences	B.N.1,2
4			Divergent ,Oscillatory and Cauchy sequences	B.N.1,2
5			Cauchy theorem	B.N.1,2
6			Convergence of Series	B.N.1,2
7			Sequences of partial Sum of a series	B.N.1,2
8			Practice problems on Series	B.N.1,2
9			Different test for series.	B.N.1,2
10			Practice problems on Different test	B.N.1,2
11			Practice problems on Different test	B.N.1,2
12			Alternating series	B.N.1,2
13			Leibnitz's theorem	B.N.1,2
14			Absolute and conditional convergence	B.N.1,2
15			Problems on Absolute and conditional convergence.	B.N.1,2
CO : 1				
LO1 : Students will able to define sequence, Bounded and monotonic sequences. Understand theorems on limits of sequences, Cauchy's convergence criterion. Series of non-negative terms. Able to apply Comparison test, Cauchy's integral test, Ratio test. Raabe's test ,logarithmic test. Leibnitz's theorem. Absolute and conditional convergence.				
16	2	Continuity of function of one	Introduction of Continuity of function of one variable,	B.N.1,2
17			Cauchy Definition of continuity	B.N.1,2

18	variable, Sequential Continuity, Properties of continuous function, Chain Rule of differentiability, Mean value theorems and their geometrical interpretations, Darboux's Intermediate Value, Theorem for derivatives.	Theorem on Sequential Continuity,	B.N.1,2
19		Kinds of Discontinuity	B.N.1,2
20		Bounded function	B.N.1,2
21		Introduction of differentiability	B.N.1,2
22		Practice problems on differentiability	B.N.1,2
23		Chain Rule	B.N.1,2
24		Derivative of the inverse function	B.N.1,2
25		Darboux's Intermediate Value, Theorem for derivatives.	B.N.1,2
26		Mean value theorems	B.N.1,2
27		Geometrical interpretations	B.N.1,2
28		Practice problems on above topic	B.N.1,2
29		Taylor's Theorem	B.N.1,2

CO: 2

LO: Develop the skills to understand Continuity of function of one variable, Sequential Continuity, Properties of continuous function, Chain Rule of differentiability, Mean value theorems and their geometrical interpretations, Darboux's Intermediate Value, Theorem for derivatives.

30	3	Limit and continuity of functions of two variables. Partial differentiation, Change of variables, Euler's Theorem on homogeneous function, Taylor's theorem for function of two variables, Jacobians	Limit and continuity of functions of two variables.	B.N.1,2
31			Algebra of limits	B.N.1,2
32			Continuity of functions of two variables.	B.N.1,2
33			Algebra of Continuous functions	B.N.1,2
34			Partial differentiation	B.N.1,2
35			Geometrical meaning of Partial differentiation	B.N.1,2
36			Homogeneous function	B.N.1,2
37			Euler's Theorem on homogeneous function,	B.N.1,2
38			Practice problems on above topic	B.N.1,2
39			Practice problems on above topic.	B.N.1,2
40			Change of variables	B.N.1,2
41			Taylor's theorem for function of two variables	B.N.1,2
42			Practice problems on above topic	B.N.1,2
43			Jacobians	B.N.1,2
44			Practice problems on above topic	B.N.1,2

CO: 3

LO: : Determine and implement best methods to evaluate Limit and continuity, Partial differentiation,

Taylor's theorem for functions of two variables. Euler's Theorem on homogeneous function, Jacobians				
45	4	Envelope and evolutes, Maxima, Minima of functions of two variables. Lagrange's , multiplier method, Beta and Gamma Functions	Introduction of Envelope and evolutes	B.N.1,2
46			Method of Finding Envelope and evolutes	B.N.1,2
47			Equation of Envelope in terms of Polar co ordinates	B.N.1,2
48			Practice problems on above topic	B.N.1,2
49			Practice problems on above topic	B.N.1,2
50			Maxima and Minima of functions of two variables.	B.N.1,2
51			Necessary condition for Maxima and Minima	B.N.1,2
52			Working Rule	B.N.1,2
53			Lagrange's , multiplier method	B.N.1,2
54			Application	B.N.1,2
55			Beta and Gamma functions	B.N.1,2
57			Properties of Beta and Gamma functions	B.N.1,2
58			Practice problems on above topics	B.N.1,2
59			Practice problems on above topics	B.N.1,2

CO: 4

LO : Effective use of mathematical techniques to solve the envelopes, evolutes, Maxima, Minima of functions of two variables, Beta and Gamma function.

60	5	Double and triple integrals, volumes surfaces of solid of revolutions Dirichlet's integrals. Change of order of integration in double integrals.	Introduction	B.N.1,2
61			Multiple Integral	B.N.1,2
62			Method of finding Double Integral	B.N.1,2
63			Properties	B.N.1,2
64			Triple integrals	B.N.1,2
65			Dirichlet's integrals	B.N.1,2
66			Practice problems on above topics	B.N.1,2
67			Practice problems on above topics	
67			Volumes and surfaces of solid of revolutions	B.N.1,2
68			Different methods	B.N.1,2
68			Practice problems on above topics	B.N.1,2
69			Practice problems on above topics	B.N.1,2

70			Surface of revolutions	B.N.1,2
71			Change of order of integration in double integrals.	B.N.1,2
72			Change of order of integration	B.N.1,2
73			Change of order of integration in polar coordinates	B.N.1,2
74			Practice problems on above topics	B.N.1,2
75			Practice problems on above topics	B.N.1,2

CO :4

LO Students will able to find Double and triple integrals. Dirichlet's integrals, change of order of integration in double integral.

VI: Books as Text and Reference:

1. Gorakh Prasad – Integral Calculus, Pothishala pvt. Ltd. Allahabad
2. Dr.H.K.Pathak: Advanced Calculus

VI : Notes

1. There will be individual assignment, presentations and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment**Subject:Advanced Calculus****B.Sc. I Year**

Goal : The goal of this course is to introduce the study of algebra and trigonometry for students to gain an understanding and appreciation of the elegance, utility and mathematical importance of several algebraic structures; specifically matrix,theory of equations,trigonometric functions,etc.

Objective: The sequence exposes students to matrix, theory of equations,trigonometric functions,etc.

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Advanced Calculus further to develop understanding problems of Mathematics and solve.	% Students having the basic concept of Advanced Calculus and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions.	% Students Need More Efforts for Solution and Basic Concept of sub

IX: Scheme of internal marks

Internal Assessment		Class Participation		Total 40	Final Internal Marks Out of 10
Quaterly Exam (10)	Half Yearly Exam (10)	Presentation (10)	Assignment (10)		

IPS ACADEMY, INSTITUTE OF SCIENCE & LABORATORY EDUCATION, INDORE**Lesson Plan****Subject: Differential Equation Paper III****Session: Jul-Dec****Class: B.Sc. Second year**

I: Objective of course: The goal of this course is to provide students with the tools necessary to solve ordinary differential equations and application problems modeled by them. To equip students with the concepts of partial differential equations and how to solve linear Partial Differential with different methods.

II: Examination:

The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The semester examination is carrying 40 marks of theory paper will have three sections A, B and C. Section A objective type question carries 5 marks for 5 questions, Section B short answer type question carries 10 marks for 5 questions which have internal choice itself and Section C long answer type question carries 25 marks for 5 questions which have internal choice itself.

III: Course Outcomes (CO):

CO 1 : Learn to calculate Series Solution of Differential Equations by Power series Method, Bessel's function, Legendre's function and their properties.

CO 2: Solving skill in the Laplace transformations, Existence theorem, Laplace transforms of derivatives and integrals, Shifting theorem, Differentiation and integration of transforms.

CO 3: Interpret and solve a variety of differential equations analytically and numerically.

CO 4: Able to learn about the applications of partial differential equation in higher courses and various fields.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	3		1		3
CO 2	3	3	2	3		1		3
CO 3	3	3	2	2				1
CO 4	3	3	1	3		1		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Power Series Method, Bessel's equation and Legendre's equation.	Basics introduction of topic of power series.	B.N. 3,7
2			Series solution of differential equations	B.N. 3,7
3			Power series method	B.N. 3,7
4			Frobenious method	B.N. 3,7
5			Series solution of Bessel's differential equation	B.N. 3,7
6			Properties of the Bessel's functions	B.N. 3,7
7			Orthogonality of Bessel's function	B.N. 3,7
8			Practice problems on above topic	B.N. 3,7
9			Legendre's differential equation	B.N. 3,7
10			Generating function	B.N. 3,7
11			Rodrigue's formula	B.N. 3,7
12			Recurrence formula	B.N. 3,7
13			Beltrami's result and Christoffel's expansion	B.N. 3,7
14			Orthogonality	B.N. 3,7
15			Christoffel's summation formula.	B.N. 3,7
CO:1				
LO 1: Students will able to understand Series Solution of Differential Equations by Power series Method, Bessel's function, Legendre's function and their properties, recurrence relations and generating functions and the orthogonality of functions.				
16	2	Laplace transformation and Laplace transform of derivative and integral.	Laplace transform, linearity property of Laplace transform	B.N.6,7,8
17			Table of Laplace transform of some elementary function.	B.N. 6,7,8
18			Practice problems on above topic	B.N. 6,7,8
19			First translation or shifting theorem	B.N. 6,7,8
20			Second translation or shifting theorem	B.N. 6,7,8
21			Laplace transform of derivative	B.N. 6,7,8
22			Practice problems on above topic	B.N. 6,7,8
23			Laplace transform of integral	B.N. 6,7,8
24			Practice problems on above topic	B.N. 6,7,8
25			Multiplication and division by t	B.N. 6,7,8
26			Practice problems on above topic	B.N. 6,7,8
27			Differentiation of transform	B.N. 6,7,8
28			Integration of transform	B.N. 6,7,8

29		Practice problems on above topic	B.N. 6,7,8
30		Periodic function and table of Laplace transform theorem	B.N. 6,7,8

CO:2

LO 2: Students develop and maintain problem solving skill in the Laplace transformations, Linearity of the Laplace transformation, Existence theorem, Laplace transforms of derivatives and integrals, Shifting theorem, Differentiation and integration of transforms.

31	3	The Inverse Laplace Transformation and its Application.	Inverse Laplace transform	B.N. 6,7,8
32			Uniqueness of Laplace transform	B.N. 6,7,8
33			Practice problems on above topic	B.N. 6,7,8
34			Linearity property of Laplace transform	B.N. 6,7,8
35			First translation or shifting theorem	B.N. 6,7,8
36			Second translation or shifting theorem	B.N. 6,7,8
37			Practice problems on above topic	B.N. 6,7,8
38			Change of scale property	B.N. 6,7,8
39			Inverse Laplace transform of derivative	B.N. 6,7,8
40			Inverse Laplace transform of integral	B.N. 6,7,8
41			Multiplication by power of p	B.N. 6,7,8
42			Division by a power of p	B.N. 6,7,8
43			Practice problems on above topic	B.N. 6,7,8
44			Convolution theorem	B.N. 6,7,8
45			Practice problems on above topic	B.N. 6,7,8
46			Heaviside's expansion theorem	B.N. 6,7,8
47			Table of inverse Laplace transform theorem	B.N. 6,7,8
48			Practice problems on above topic	B.N. 6,7,8

CO: 2

LO3: Students will be able to find Inverse Laplace transforms, can use Convolution theorem and applications of Laplace transformation in solving linear differential equations with constant coefficients.

49	4	Partial Differential Equation of First Order, Lagrange's solution, Standard Forms and Charpits solution.	Derivative of partial differential equation by the elimination of arbitrary constants	B.N.5, 6,7
50			Derivative of partial differential equation by the elimination of arbitrary functions	B.N. 5,6,7
51			Practice problems on above topic	B.N. 5,6,7
52			Lagrange's method	B.N. 5,6,7
53			Practice problems on above topic	B.N.5, 6,7
54			Practice problems on above topic	B.N. 5,6,7
55			Standard form I	B.N. 5,6,7
56			Practice problems on above topic	B.N. 5,6,7
57			Standard form II	B.N.5, 6,7

58		Practice problems on above topic	B.N. 5,6,7
59		Standard form III	B.N. 5,6,7
60		Practice problems on above topic	B.N. 5,6,7
61		Standard form IV	B.N.5, 6,7
62		Practice problems on above topic	B.N. 5,6,7
63		Charpit's general method	B.N. 5,6,7

CO: 3

LO4: Mathematical skills to solve the Partial Differential equations of the first order, Lagrange's solution. Charpit's general method of solution for Special types of equations other than general.

64	5	Partial Differential Equation of Second and Higher Orders, Homogeneous and non Homogeneous equation with constant coefficient.	Partial differential equation of second order	B.N. 6,7,8
65			Solution by inspection method	B.N. 6,7,8
66			Reduction to canonical forms	B.N. 6,7,8
67			Practice problems on above topic	B.N. 6,7,8
68			Method of finding C.F.	B.N. 6,7,8
69			Alternative Method of finding C.F.	B.N. 6,7,8
70			Practice problems on above topic	B.N. 6,7,8
71			Obtain particular integral	B.N. 6,7,8
72			Short cut methods in finding P.I.	B.N. 6,7,8
73			Practice problems on above topic	B.N. 6,7,8
74			Solution of linear non differential equation	B.N. 6,7,8
75			Practice problems on above topic	B.N. 6,7,8

CO: 4

LO5: Students understand and solve the problems of Partial differential equations of second and higher orders. Homogeneous and non-Homogeneous equations with constant coefficients.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Books as Text and Refrence:

1. Gorakh Prasad – Differential Calculus, Pothishala pvt. Ltd. Allahabad
2. D.A. Murray: Introductory Course in Differential Equations, Orient Long man, India 1967.
3. G. F. Simmons, Differential Equations, Tata McGraw Hill, 1972.
4. E.A. Codington, An introduction to ordinary differential equations, Prentice Hall of India 1961.
5. H.T.H. Piaggio, Elementary Treatise on Differential equations and their applications, C.B.S. Publisher and Distributors, Delhi 1985.
6. I.N. Sneddon, Elements of partial Differential equations Mc graw Hill, Co. 1988
7. Dr.H.K.Pathak : Differential equation.
8. N. Piskunov , Differential and Integral Calculus, Peace Publishers, Moscow.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Differential Equation			
B.Sc. Second Year			
Goal: Realized how developments in any science subject helps in the development of other science subjects and vice-versa and how interdisciplinary approach helps them in further studies.			
Objective: Students can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.			
08-10 Marks	05-08 Marks	02-05 Marks	00-02 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of subject thoroughly. Can achieve their goal easily in further research and develop the confidence for self-education and ability for lifelong learning in the field of mathematical sciences.	% Students having the basic concept of subject. To achieve goal need more practice. Need to develop confidence for self-education.	% Students having understanding about subject partially, but not satisfactory.	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation		Internal Assessment		Total 40	Final Internal Marks Out of 10
Presentation Out of 10	Assignment Out of 10	Quarterly exam Out of 10	Half Yearly Exam Out of 10		

Lesson Plan

Subject: Linear Algebra, Numerical Analysis

Session: Jul-Dec

Class: B.Sc. Vth Sem

I: Objective of course: To provide the basic knowledge of Various Mathematical Techniques to solve Linear Algebra and Numerical Analysis Problems. Also understanding basic concepts of linear algebra (systems of linear equations, matrix calculus, vectors and basic vector operations) . Solving computational problems of linear algebra. Solving and Methods of various numerical methods of Solving Algebraic equation , interpolation , Simultaneous equation , Numerical Differentiation, Numerical Integration and Ordinary Differential equation.

I: Examination: The faculty member will award CCE marks based on Internal test, assignments. The examination scheme for both theory for B.Sc Mathematics subject is as follows: - The Semester examination carries 125 marks. The paper contains 15 Objective Type Questions, 5 Short answer type questions and 5 Long Answer Type Questions. The CO 25 marks based on internal test, assignment.

III: Course Outcomes (CO):

CO 1 : Develop the ability to analyze and Evaluate the accuracy of General methods and Algorithms such as Interpolation, Algebraic and Transcendental equations to solve numerically First Order Differential Equation.

CO 2: Under the basics of Finite Precision Arithmetic, Conditions of Problems and finding approximate solutions to Various Mathematical problems by using Numerical methods.

CO 3 : To Understand the basic concept of Vector Spaces and Matrix Algebra to solve complex and simple problems.

CO 4 : Use computational techniques and Algebraic skills for the study of system of Linear Equation, Eigen vales, Eigen Vectors and Diagonalization method .

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	-	3	-	2	-	2
CO 2	3	3	2	2	1	2	-	2
CO 3	3	2	2	2	1	2	-	2
CO 4	3	3	2	-	-	-	-	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Vector Spaces, subspaces, Basis, , Finite Dimensional vector space Existence theorem and Dimension	Definition and Example of Vector Spaces	B.N.2,3,4,5
02			Vector Subspace and Criterion for a subspace	B.N.2,3,4,5
03			Algebra of subspaces and Theorem based on algebra of subspace	B.N.2,3,4,5
04			Linear and Direct Sum of vector subspace and Theorems	B.N.2,3,4,5
05			Linear Combination of Vector Space, Linear Span, Linearly Dependent and Linearly Independent of Vectors, Basic Properties	B.N.2,3,4,5
06			Basis of a vector space and Finite Dimensional Vector Spaces and theorems	B.N.2,3,4,5
07			Invariance of number of elements in basis, Dimension of finitely generated vector spaces	B.N.2,3,4,5
08			Ordered Basis and Dimension of sum of subspaces, Theorems	B.N.2,3,4,5
09			Exercise and Problems based on above topics	B.N.2,3,4,5
CO 3:				
LO 1 : Use computational techniques and algebraic skills essential for under the vector spaces :vector spaces, subspaces, Sum and direct sum of subspaces, Linear span, Linear dependence, independence and their basic properties, Basis, Finite dimensional vector spaces, Existence theorem for basis, Invariance of the number of elements of a basis set, Dimension, Dimension of sums of vector subspaces.				
10	Unit II	Linear Transformation and Their Representation as Matrices	Linear Transformation : Definitions and Properties Examples based on Linear Mapping	B.N.2,3,4,5
11			Isomorphism of Linear Transformation and some theorems based on Isomorphism	B.N.2,3,4,5
12			Matrix representation of L.T. and Theorems and Examples	B.N.2,3,4,5
13		Rank and Nullity of Linear Transformations	Definition : Rank and Nullity of Linear Transformation	B.N.2,3,4,5
14			Product and Invertible of LT, Singular and Non Singular Linear Transformation	B.N.2,3,4,5
15		Eigen Values and Eigen Vectors of a LT and Diagonalization	Introduction of Eigen values and Eigen Vectors of Linear Transformations and examples	B.N.2,3,4,5
16			Cayley Hamilton Theorems and Examples	B.N.2,3,4,5
17			Diagonalisation of Matrices and Examples of Various Eigen Values Problems	B.N.2,3,4,5
18			Definitions Bilinear Transform and Quadratic form, Examples, LT of Quadratic Form	B.N.2,3,4,5
19		Quotient Space and Its Dimension	Introduction to Quotient Space and Its Dimension with examples	B.N.2,3,4,5
CO 4 :				

LO2 : Find Linear transformations and their representation as matrices, The algebra of linear transformations, The rank- nullity theorem, Eigen values and Eigen vectors of a linear transformation, Diagonalisation, Quotient space and its dimension.

20	Unit III	Approximations , Errors and Its Types, Introduction of solution of Equations (Algebraic and Transcendental)	Definition of Approximations and Errors, Types of Errors, introduction to Bisection Method and Examples	B.N.1,5
21			Solution by Regula False Methods and Newtons Raphsons Method, Examples and Solutions of various types of problems	
22			Order of convergence N R methods, Bisection Method etc.	
23			Introduction and Finding the roots of second degree polynomials	
24		Interpolation	Introductions Finite Differences , Different types of Operators and Relationship between them.	B.N.1,5
25			Solution Methods of Interpolations :Equispaced and unequispaced intervals , Lagranges Interpolations , Derivations and Examples	B.N.1,5
26			Divided difference table and Newton's Divided diff Interpolations : Derivations and Examples	B.N.1,5
27			Newton's Forward Interpolations and Newtons Backword Interpolations Formula and Their examples	B.N.1,5

CO 1 :

LO3 : Derive appropriate numerical methods to solve Approximations, Errors and its types, Solution of Equations: Bisection, Secant, Regula Falsi, Newton- Raphson Method and their order of convergence, Roots of second degree Polynomials, Interpolation: Lagrange interpolation, Divided Differences, Interpolation formulae using Differences and derivations of Interpolation formula.

28	Unit IV	Simultaneous Linear Equations Direct Methods and Indirect (Iterative Mathods)	Introduction : Direct methods , Gauss Elimination Method and Gauss Jordan Method, Examples	B.N.1,5
29			LU decompositions or Factorization Method and Examples	B.N.1,5
30			Cholesky Decompositions Method and Examples	B.N.1,5
31			Iterative Method : Gauss Jacobi and Gauss Seidal Method and examples	B.N.1,5
32			Relaxation Methods and Examples	B.N.1,5
33		Numerical Differentiation	Numerical Differentiation based on various interpolations techniques and examples	B.N.1,5
34			Problems and Examples based on above	B.N.1,5

CO 2:

LO4 : Derive appropriate numerical methods to solve Linear Equations: Direct Methods for Solving Systems of Linear Equations, Gauss elimination, Gauss Jordan Method, LU Decomposition, Cholesky Decomposition, Iterative Methods: Jacobi Method , Gauss - Seidel Method, Relaxation Method, Methods Based on Numerical Differentiation.

35	Unit V	Ordinary Differentiation Equations	Introduction : ODE of first order, Eulers Methods and Examples	B.N.1,5
36			Eulers Modified Method and Examples	
37			Single Steps Methods : Runge Kutta Methods and Examples	
38			Predictor- Corrector Method, Milne's Method , Problems and Examples	
39		Numerical Integration and Quadrature	Examples and Problems based on above	
40			Numerical Integration : Open Type and Closed Type Quadrature Formula , Derivation of Newtons Cotes Quadrature Formula for equidistance	
41			Newtons Cotes formula and derivation of various Nr. Integration Formula(Trapazodial, Simpson's Rule)	
42			Properties of Cotes Formula, Cotes Numbers and Their solution.	
43			Derivations of Trapazodial , Simpsons one third and three eight rules.	B.N.1,5
44			Solutions of Various problems by above methods and examples	B.N.1,5
45			Gaussian Quadrature Formula and Examples	B.N.1,5
CO 1 :				
LO 5 : LO5 : Derive appropriate numerical methods to evaluate Ordinary Differential Equations: Euler Method, Eulers Modified Method, Single-step Methods, Runge-Kutta's Method, Multi-step Methods, Milne Method, Numerical Quadrature, Newton-Cote's Formulae, Gauss Quadrature Formulae, Methods Based on Numerical Integration with their derivation.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

Reference Book:-

1. E. Balaguruswamy- Numerical Method Tata Mc Graw_Hill Pub.Com. New York
2. K.B. Datta. Matrix and Linear Algebra, Prentice hall of India Pvt Ltd., New Delhi, 2000.
3. S.K. Jain, A. Gunawardena & P.B. Bhattacharya. Basic Linear Algebra with MATLAB Key college Publishing (Springer-Verlag) 2001
4. S. Kumarsaran, Linear Algebra, A Geometric Approach Prentice – Hall of India, 2000
5. Dr.H.K.Pathak:Linear Algebra and Numerical Analysis.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Linear Algebra and Numerical Analysis			
B.Sc.V Sem			
Goal : This course introduces Linear Algebra and Numerical Analysis. This area combines ideas from linear algebra and analysis in order to handle infinite-dimensional vector spaces and numerical methods of various problems.			
Objective: The sequence exposes students to linear algebra and numerical analysis in order to handle infinite-dimensional vector spaces and linear mappings and numerical methods of various problems.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Linear Algebra and Numerical Analysis further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Linear Algebra and Numerical Analysis and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation	Internal Assessment	Total 30	Final Internal Marks Out of 15
Assignment	Test		
10	20		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE

Lesson Plan

Subject: Real Analysis , Discrete Mathematics and Graph Theory

Session: Jan-Jun

Class: B.Sc. Vth Sem

II: Examination: The faculty member will award CCE marks based on Internal test, assignments. The examination scheme for both theory for B.Sc Mathematics subject is as follows: - The Semester examination carries 125 marks. The semester exam paper contains 15 Objective Type Questions, 5 Short answer type questions and 5 Long Answer Type Questions. The CCE marking of 25 marks based on internal test, assignment.

III: Course Outcomes (CO):

CO 1: Recognize the important differences between descriptive and inferential statistics; distinguish between different types of variables and data; summarize, organize, tabulate and graph statistical data; read and understand statistical data present in various forms of the media; find and analyze measures of central tendency and variation for quantitative data.

CO 2: To develop the concepts of various types of Graphs and Recognize properties of graphs such as distinctive circuits or trees. Find shortest path by various algorithms.

CO 3: Students will use Boolean algebra to design and simplify logic circuits. Apply truth tables and the rules of propositional and predicate calculus. Formulate and interpret statements presented in Boolean logic. Reformulate statements from common language to formal logic.

CO 4: Prove various theorems about Riemann sums and Riemann integrals and emphasize the proofs.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		3	2	2		2
CO 2	3	2		3	2	2		2
CO 3	3	3	2	2	1		2	2
CO 4	3	2		2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
01	Unit I	Riemann integral	Introduction : Some Basic definitions Norms, Partition, Refinement , Upper and Lower Riemann Sums, Discussion on Lemmas related to above.	B.N. 1,3,7
02			Discussion on Lemmas Continue of previous lecture, Upper and Lower Riemann integrals, Theorems based on above. Darboux Theorem.	B.N. 1,3,7
03			Riemann integral , Definition Equivalence of definitions, Necessary and Sufficient Conditions of R-Integrability, Different Forms.	B.N. 1,3,7
04			Numerical Examples based on Riemann Integral	B.N. 1,3,7
05			Discussion on Numerical Example based on Riemann integral continue	B.N. 1,3,7
06			Existence of the Riemann integral , Integrability Theorem and Examples	B.N. 1,3,7
07			Properties of the Riemann Integral, Theorem based on Fundamental Theorem of integral Calculus	B.N. 1,3,7
08			Mean Value Theorem and Examples	B.N. 1,3,7
09			Second Mean Value Theorem and Examples	B.N. 1,3,7

CO: 4

LO: Students will understand and solve Riemann integral, Algebra of Riemann integrable functions, Integrability of continuous and monotonic functions, The fundamental theorem of integral calculus, Mean value theorems of integral calculus.

10	Unit II	Metric Space	Definition Metric Space and Examples , Geometrical Interpretation .	B.N. 1,3,7
11			Bounded, Metric Space, Quasi Metric Space, Pseudo Metric Space, Cauchy Schwarz Inequality, Holder's Inequality and Examples	B.N. 1,3,7
12			Meaning and Definition of neighborhood of a point and Limit point of a set, Interior Point, Open Set and Some theorems	B.N. 1,3,7
13			Closed Set , Closed Sphere, Some Theorem and Examples	B.N. 1,3,7
14			Boundary points and Subspace of a Metric, Examples, Theorems	B.N. 1,3,7
15		Cauchy sequences, Completeness,	Convergence of a sequence in Metric Space, Diff between limit and limit point. Theorems and	B.N. 1,3,7

		Cantor's intersection theorem, Contraction principle	Examples, Cauchy Sequence, Theorems and Examples	
16			Complete Metric Space : Theorems and Examples, Cantor's intersection Theorems and Examples	B.N. 1,3,7
17			Contraction Principle and Fixed point, Examples	B.N. 1,3,7
18		Real numbers as a complete ordered field, Definition of Continuous functions and its illustrations.	Real Numbers , Notations, Axiomatic Introduction, Definitions and Examples	B.N. 1,3,7
19			Definition Continuous Function and Theorem, Examples	B.N. 1,3,7

CO : 1

LO : Bounded, Metric Space, Quasi Metric Space, Pseudo Metric Space, Cauchy Schwarz Inequality, Holder's Inequality and Examples

20	Unit III	Algebra of Logic, Tautologies and Contradictions, logical equivalence, Algebra of propositions, Quantifiers: Universal and Existential Quantifiers	Introduction, Statement and Proposition, Logical Connectives, Examples, Truth Tables of Various Logical Operations, Examples	B.N. 7
21			Tautology and Contradiction, Logical Equivalence, Examples	
22			Some Basic Laws of Algebra of Proposition and Their Truth tables	
23			Quantifiers: Universal and Existential Quantifiers, Examples	
24		Boolean Algebra and its properties, Demorgan's law, Algebra of Electric circuits and its applications.	Definition : Boolean Algebra and Examples, Laws /Properties of Boolean Algebra and Their proof.	B.N. 7
25			Demorgan's Law and its proof, Examples based on Boolean Algebra, Simplification of examples	B.N. 7
26			Switch Algebra, Application , Combination of Two Switches, Design of Various Circuits.	B.N. 7
27			Simplified Circuit of Functions and Numerical Examples.	B.N. 7

CO: 3

LO: Demonstrate the effective use of mathematical skills to solve Algebra of Logic, Tautologies and Contradictions, logical equivalence, Algebra of propositions, Quantifiers: Universal and Existential Quantifiers, Boolean Algebra and its properties, Demorgan's law, Algebra of Electric circuits and its applications.

28	Unit IV	Boolean Function, Disjunction and Conjunction Normal Forms, Boole's Expansion Theorem	Boolean Function : Definition, Minimal Boolean Function, Examples	B.N. 7
29			Disjunctive Normal Form , Complete Disjunctive Normal Form, Some theorems of Disjunctive normal form (Boole's Expansion Theorem)	B.N. 7
30			Conjunctive Normal Form , Complete Conjunctive Normal Form, Some theorems of Conjunctive	B.N. 7

			normal form (Bools Expansion Theorem)	
31			Numerical Examples of Conversion of CNF to DNF	B.N. 7
32			Numerical Examples of Conversion of DNF to CNF	B.N. 7
33			Problems and Examples based on above	B.N. 7

CO: 3

LO: Demonstrate the effective use of mathematical skills to solve Algebra of Logic, Tautologies and Contradictions, logical equivalence, Algebra of propositions, Quantifiers: Universal and Existential Quantifiers, Boolean Algebra and its properties, Demorgan's law, Algebra of Electric circuits and its applications.

34	Unit V	Graphs, Multigraphs, Weighted Graphs, Paths and Circuits, Shortest Paths: Dijkstra's Algorithm, Matrix Representation of Graph: Incidence and Adjacency Matrix,	Introduction of Graph and Basic Definition , Directed and Indirected Graph, Degree of Vertex, Self loop, Parallel Edges, Simple and Multi Graph, Finite and Infinite Graph, Isolated and Null Graph, Theorems.	B.N. 6,7
36			Handshaking Lemma, Indegree and outdegree , Isomorphic Graph : Definition and Examples of Two Isomorphic Graph,	
37			Subgraph, Spanning Subgraph, Operations on Graph, Walk Path and Circuit, Some Theorems, Examples	
38			Shortest Paths: Definition and Dijkstra's Algorithm to find shortest path, Example.	
39			Representation of Graph: Incidence and Adjacency Matrix : Definition and Examples .	
40			Problem and Examples	
41		Trees and its simple properties.	Tree : Definition , Rooted Tree, Binary Tree , Pendent Vertex , Binary Decision Tree, Maximum and Minimum Possible Height of n vertex binary tree. , Spanning Tree, Examples.	
42			Tree : Properties of Tree with their proofs.	
43			Spanning Tree and Kruskal's Algorithm to find Spanning Tree.	
44			Problem set and Examples.	

CO: 2

LO: Demonstrate an understanding of the Graphs, Multigraphs, Weighted Graphs, Paths and Circuits, Shortest Paths: Dijkstra's Algorithm, Matrix Representation of Graph: Incidence and Adjacency Matrix, Trees and its

simple properties.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.R Goldberg, Real Analysis, Oxford & IBH Publishing Co., New Delhi, 1970. 2. G.F. Simmons. Introduction to Topology and Modern Analysis. McGraw-Hill, 1963. Page 26
2. S. Lang. Undergraduate Analysis, Springer-Verlag, New York, 1983.
3. P.K. Jain and K. Ahmed Metric Spaces, Narosa Publishing House, New Delhi, 1996
4. Shanti Narayan, A Course of Mathematical Analysis. S. Chand & Co. Delhi. 5. RK. Jain and S.K. Kaushik, An introduction to Real Analysis, S. Chand & Co., New Delhi 2000.
5. S. Lang, Undergraduate Analysis, Springer-Verlag, New York 1983.
6. Graph Theory Narsingh Deo : Graph Theory, McGraw Hill.
7. Dr. H. K. Pathak: Real Analysis, Discrete mathematics and Graph theory.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment
Subject: Real Analysis , Discrete Mathematics and Graph Theory
MBA I Sem

Goal : This course introduces Real Analysis , Discrete Mathematics and Graph Theory.			
Objective: The sequence exposes students to Real Analysis , Discrete Mathematics and Graph Theory .			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Real Analysis , Discrete Mathematics and Graph Theory further to develop understanding problems of Mathematics and solve	% Students having the basic concept of Real Analysis , Discrete Mathematics and Graph Theory and further to develop understanding problems of Mathematics	% Students having understanding about mathematical functions	% Students Need More Efforts for Solution and Basic Concept of subject.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Department of Biotechnology

IPS Academy, Indore

Programme Outcomes For M.Sc. Biotechnology Classes

1. Students will be able to identify, analyze and understand problems related to biotechnology Engineering and finding valid conclusions with basic knowledge in biotechnology Engineering.
2. Students will be able design, perform experiments, analyze and interpret data for investigating complex problems in biotechnology and related fields.
3. Students will be able to decide and apply appropriate tools and techniques in biotechnological manipulation.
4. Students will be able to justify social, health, safety and legal issues and understand his responsibilities in biotechnological practices.
5. Students will be able to understand the need and impact of biotechnological solutions on environment and societal context keeping in view need for sustainable solution.
6. Students will have knowledge and understanding of related norms and ethics in biotechnology product/technique development.
7. Students will be able to undertake any responsibility as an individual and as a team in a multidisciplinary environment.
8. Student will have through knowledge in Biotechnology and will also be ready to engage themselves in lifelong learning.

IPS ACADEMY, DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper III (Microbiology)****Session: Aug -Dec****Class: M. Sc. First Semester Biotechnology**

I: Objective of course: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO1	Have knowledge of Concept of classification of and ultra structure of Prokaryotic and Eukaryotic microorganism for their identification.
CO2	Understand the mechanism pathogenesis of microorganism and their impact on different host including humans
CO3	Have knowledge of techniques for Isolation, preservation and sterilization of microorganism and growth pattern and condition of microorganism from academic and industrial perspective.
CO4	Be able to Employ different microbiological techniques at laboratory level and be able to assess and troubleshoot the result

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	-	-	2	3	-	2
CO 2	-	-	1	-	-	2	1	3
CO 3	3	2	1	3	-	1	1	1
CO 4	-	3	3	2	1	3	3	-

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Introduction of Microbial Classification	History of microbiology	B.R. 2, 3
3			Applications of microbiology	B.R. 2, 3
4			Classification of organisms-2, 3, 4 kingdom classification5, 6, 8 kingdom classification, 3 domain classification	B.R. 4,5,6
5			General methods of classifying bacteria, nomenclature	B.R.4,5,6
6			Characterization of organisms Bacterial identification-steps 1-3, Bacterial identification steps 4-7	B.R.1,5,6
7			Bergey's manual System.	B.R.1,2,3
8			Ultra structure of Achaea Ultra structure of Eubacteria	B.R.1,2,3
9			Introduction of Unicellular Fungi	B.R. 2,3
CO 1				
LO 1: Understand the Concept in classification of Microorganism and study the structure of prokaryotic and Eukaryotic Microorganism.				
10	2	Microbial nutrition and cultivation techniques	Nutritional classification of bacteria, Macronutrients, Micronutrients	B.R. 4
11			Bacteriological media-types and classification, Diversity of extremophiles	B.R. 3
12			Introduction of sterilization techniques, Physical sterilization methods	B.R. 4,5
13			Chemical sterilization methods	B.R. 2,3
14			Microbial isolation techniques ,Pure culture and enrichment culture techniques	B.R.1,2,3
15			Anaerobic microbial cultivation technique	B.R.1,2,3
16			Techniques for culture collection, Techniques for culture maintenance	B.R. 2, 3
17			Culture collection centers in India	B.R. 2, 3
18			International culture collection centers	B.R.2,3
CO 3				

LO 2: Know about the different technique use in microbial cultivation and nutritional requirement of microbes

19	3	Microbial Growth	What is growth ,Growth in terms of microbes	B.R.1,5,6
20			Physical factors affect the growth of microbes, Chemical factors affect the growth of microbes	B.R.1,2,3
21			Nutritional factors affect the growth of microbes	B.R.1,2,3
22			Growth curve of bacteria	B.R.1,2,3
23			Batch culture & Fed batch technique for microbial growth	B.R.1,2,3
24			Continuous & Synchronous culture technique for microbial growth	B.R.4,5
25			Different bacterial growth pattern in solid culture medium	B.R. 4,5
26			Different bacterial growth pattern in liquid culture medium	B.R.2,3
27			Methods of total microbial cell growth estimation	B.R. 2,3

CO 3&4

LO3: Explanation of process of Microbial growth pattern, type and estimation methods.

28	4	Microbial host pathogen interaction	Concept of host and pathogens, Infection and their types	B.R.1,5,6
29			Pathogenicity and virulence concept, Predisposing factors of pathogenicity	B.R.1,2,3
30			Mechanism of pathogenesis, Pathogenicity islands of host and their role	B.R.1,2,3
31			Bacterial pathogens and their pathogenicity factors,	B.R.1,2,3
32			Fungal pathogens and their pathogenicity factors	B.R.1,2,3
33			Viral pathogens and their pathogenicity factors	B.R.2,3
34			Nematodes and protozoal pathogens and their pathogenicity factors	B.R.4,5
35			Concept of microbial attenuation and Vaccine	B.R. 4,5
36			Concept of microbial toxins: Bacterial toxins, Fungal toxins, Algal toxins.	B.R. 2,3

CO 2 & 4

LO4: Describe the various relations of microbial host and pathogens and their mechanisms.				
37	5	Structure and classification of virus and fungus	Morphology and structure of viruses	B.R.4,5
38			Classification & General features of plant viruses	B.R. 4,5
39			Classification& General features of animal viruses	B.R. 2,3
40			Structure and classification of bacteriophage	B.R.2,3,4
41			Life cycle of bacteriophages, Economic importance of viruses	B.R.2,3
42			Sub viral particals:viroids, virusoids, prions	B.R. 2,3
43			Introduction of fungal classification, Characters and types of fungi, General features of fungi	B.R. 4,5,6
44			Life cycle of multicellular fungi <i>Penicillium sp.</i>	B.R.4,5,6
45			Life cycle of unicellular yeast <i>Saccharomyces sp.</i>	B.R.4,5
CO 1&2				
LO5: Explain the structure and classification of microbes like bacteria, viruses and Fungi.				

VI: Book References:

1. Microbiology: Pelczar MJ Jr., Chain ECS and Kreig NR, Tata McGraw Hill Publication (India)
2. Microbial Genetics: Maloy SR, Cronan JE Jr. and Freifelder D, Jones Barlett Publications
3. Biotechnology: A text book of industrial microbiology: Crueger and A Crueger, Sinauer Associate
4. Industrial Microbiology: G Reed, Prescott and Dunn's, CBS Publications
5. Practical Microbiology: RC Dubey and DK Maheshwari, S. Chand Publications
6. Brock biology of microorganisms: Madigan, Martinko, Dunlap, Clark, Pearson International Edition

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.Late submissions will not be accepted in any case
- 5.Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Paper III(Microbiology)			
M. Sc. Biotechnology I Semester			
Goal : The students will develop the ability to understand the general concept of microbiology and its techniques			
Objective: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having the basic of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having understanding about general microbiology	% Students Need More Efforts for general microbiology

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper: II Cell and Development Biology****Session: Aug -Dec****Class: M.Sc. Biotechnology Semester – I**

I: Objective of course: Students will have thorough knowledge on cell and developmental biology and genetic control of various related events and be able to perform experiments and interpret its data.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have five optional Long answers type questions each of 17 marks

III: Course Outcomes (CO):

- CO1 To impart knowledge and handling on microscope and cell for their use in research activities and biotechnological practices
- CO2 Elaborate understanding on cell- its composition, structure, function & gene level interactions.
- CO3 To impart knowledge on medical cytophysiology for recent advances in basic understanding of certain diseases and practical knowledge on various techniques.
- CO4 Role of genes during cell development in plant & animals.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	3	-	3	-	1	2	2
CO 2	-	2	-	-	-	-	-	3
CO 3	-	3	-	2	-	2	-	2
CO 4	-	2	-	-	-	-	-	3

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference		
1	Unit I	Cell Theory & Methods of Study	Structure of Prokaryotic and Eukaryotic cells, Microscope- parts and working of Light Microscope	B.N.7,8,9		
2			Modifications of microscope–phase contrast & Interference	B.N.9		
3			Fluorescence, Confocal Microscopy	B.N.9		
4			Electron (TEM and SEM), Electron tunneling and Atomic Force Microscopy	B.N.9		
5		Membrane Structure and Function	Structural models; Composition and dynamics; Membrane Structure and Function : Structural models;	B.N.1,2,7		
6			Transport of ions and macromolecules; Pumps, carriers and channels;	B.N.1, 10,11		
7			Endo- and Exocytosis and bulk transport	B.N.1, 10,11		
8			Composition and dynamics of plasma membrane. Membrane carbohydrates and their significance in cellular recognition;	B.N.1, 10,11		
9			Cellular junctions and adhesions; Structure and functional significance of plasmodesmata.	B.N.1, 8,11		
10			Cellular responses to environmental signals in plants and animals.	B.N.8, 12		
CO: 1,2						
LO 1: To acquaint students with basic concepts of cell, its structure and various types of microscope.						
11	Unit II	Organelles	Nucleus – Structure and function of nuclear envelope and nucleolus	B.N.1,2,7		
12			Macromolecular trafficking	B.N.1, 12,		
13			Chromatin organization and packaging	B.N.1, 12,		
14			Mitochondria – structure, organization of respiratory chain complexes and function.	B.N.1, 7 12,11,		
15			Mitochondrial DNA , male sterility and Origin and evolution	B.N.1, 7 12,11,		
16			Chloroplast– Structure & function	B.N.1, 7 12,11,		
17			Chloroplast biogenesis Chloroplast DNA and its significance	B.N.1, 7 12,11,		

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18			Cell cycle and control mechanisms	B.N.1, 7 12,11,
19			Sub cellular fractionation and criteria of functional integrity.	B.N. 12,11,
CO : 1 & 2				
LO 2 : To impart knowledge on various organelles of cell and its functions.				
20	Unit III	Endo- membrane System and Cellular Motility	Structure and function of Golgi apparatus	B.N.1,2, 7
21			Structure and function of Lysosomes and Microbodies	B.N.1,2, 7
22			Structure and function of Endoplasmic Reticulum	B.N.1,2, 7
23			Cell shape & Organization and role of microtubules, microfilaments and Intermediate filaments	B.N.1,2, 7
24			Organization and function of Actin binding proteins and their significance	B.N.1,2, 7,12
25			Organization and function of Molecular motors	B.N.1,2, 7,12
26			Extracellular matrix in plants and animals	B.N.12
CO : 2				
LO 3 : To acquaint student with cellular organelles related to cell motility.				
27	Unit IV	Cellular Movements and Pattern Formation	Laying of body axis planes and genetic control	B.N.8, 12
28			Developmental pattern formation and Cellular polarity in Fucus and genetic role	B.N.8, 12
29			Developmental pattern formation and Cellular polarity in Volvox and genetic role	B.N.8, 12
30			Developmental pattern formation and Maternal gene effects in Drosophila	B.N.8, 12
31			Zygotic gene effects in Drosophila and genetic role	B.N.8, 12
32			Homeotic gene effects in Drosophila and genetic role	B.N.8, 12
33			Embryogenesis and early pattern formation in plants	B.N.8, 12
34			Cell lineages and developmental control genes in Caenorhabditis	B.N.8, 12
CO : 2 and 4				
LO 4 : To provide basic understanding and genetic control of cellular movements during development in fucus, volvox, drosophila, plants and animals.				

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35	Unit V	Differentiation of Specialized Cells	Stem cell and its differentiation and Fibroblasts and their differentiation	B.N.1, 8, 12	
36			Blood cell formation	B.N.1, 8, 12	
37			Differentiation of cancerous cells and role of proto-oncogenes	B.N.1, 7,8, 12	
38			Phase changes in Salmonella and Surface antigen changes in Trypanosomes	B.N.8, 12	
39			Heterocyst differentiation in Anabaena	B.N.8, 12	
40		Plant Meristem Organization and Differentiation	Mating cell types in yeast and Sex determination in Drosophila	B.N.8, 12	
41			Organization of Shoot Apical Meristem (SAM)	B.N.8, 12	
42			Organization of Root Apical Meristem (RAM)	B.N.8, 12	
43			Pollen germination and pollen tube guidance; Heterosis and apomixes	B.N.8, 12	
44			Self-incompatibility and its genetic control in Phloem differentiation	B.N.8, 12	
45			Embryo and endosperm development	B.N.8, 12	
CO : 4 & 5					
LO 5 : To equip students with knowledge on stem cell, cell differentiation, cancer biology and genetic role on development in plants and sex determination in animals.					

VI: Book References:

1. Lodish et al., Molecular cell Biology, 4th Edition, W.H. Freeman & Company, 2000.
2. Smith & Wood, Cell Biology, 2nd Edition, Chapman & Hall, London, 1996.
3. Watson et al., Molecular Biology of the gene, 5th Edition, Pearson Prentice Hall. USA, 2003.
4. B. M. Turner, Chromatin & Gene regulation, 1st Edition, Wiley-Blackwell, 2002.
5. Benjamin Lewin, Gene IX, 9th Edition, Jones and Barlett Publishers, 2007..
6. Gardner, E.J., Simmons, M.J., Snustad, D.P., Principles of Genetics, VIII Edition, Wiley India, 2008.
7. C. B. Power, Molecular Cell Biology, Himalaya Publishing House, 2013.
8. Alberts et al; Molecular Biology of the Cell, 4th edition, Garland, 2002.
9. Freifelder D., Physical Biochemistry, Application to Biochemistry and Molecular Biology, 2nd Edition, W.H. Freeman & Company, San Fransisco, 1982.
10. V.Voet and J.G.Voet, Biochemistry, 3rd edition, John Wiley, New York, 2004.
11. A.L. Lehninger, Principles of Biochemistry, 4th edition, W.H Freeman Company, 2004
12. Geoffrey M. Cooper, The cell: a molecular approach, 2nd ed. Washington, D.C.: ASM Press ; Sunderland, Mass. : Sinauer Associates.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper-II			
M.Sc. I Semester			
Goal : Students will develop better understanding on Microscopes, cell, cellular mechanism and gene level interactions on various cellular mechanism and cell development the topics include cell biology, methods, developmental biology and organization in various organism,			
Objective: Students gain understanding various cellular mechanism and developmental biology at the gene level and able to perform practical experiment on the relative topics.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of cell biology, gene level interactions of cellular activities and in developmental events in plant and animals	% Students have basic concept cell biology, gene level interactions of cellular activities and in developmental events in plant and animals	% Students have little understanding cell biology, gene level interactions of cellular activities.	% Students Need More Efforts and hard work on cell biology and developmental events

IX: Scheme of internal marks

	Assignment	Class test	Total 150	Final Internal Marks Out of 15
VIVA/Presentation				
50 marks	50 marks	50 marks		

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August– December

Subject: Biotechnology Paper- I (Biochemistry)

Class: M.Sc. I Semester

I: Objective of Course: To impart knowledge of structure functions properties and organization of biomolecules in living beings to students.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO 1	Student knows the structure and functions of biomolecules.
CO 2	The student must be able to understand structure and organization of biomolecules in living cells.
CO 3	The student must know the role of macromolecules in metabolism.
CO 4	Student can design useful experiments, handles various tools and instruments and should be able to interpret data.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	-	-	-	-	-	-	2
CO 2	-	-	-	-	-	-	-	2
CO 3	-	-	-	-	-	-	-	2
CO 4	-	3	3	-	-	-	-	-

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	-	-	Structure and functional group properties of amino acids.	B.R. 1
2.	First	Amino acids & Proteins	Peptide and covalent structure of properties	B.R. 1
3.			Primary structure of proteins	B.R. 1
4.			Secondary structures of proteins	B.R. 1
5.			Tertiary and quaternary structure of protein	B.R. 1
6.			Evolution of protein structure	B.R. 1
7.			Structure and function relationship of ribonuclease	B.R. 1
8.			Structure and function relationship of myoglobin, Hemoglobin	B.R. 1
9.			Tools to characterize expressed proteins	B.R. 1

CO : 1

LO : 1.to learn protein structure, its characterization and structure function relationships.

Lecture no.	Unit no.	Unit Name	Topics	Reference
10.	-	-	General principles of catalysis for single substrate reactions.	B.R. 2
11.	Second	Enzymes	Quantization of enzyme activity and efficiency	B.R. 2
12.			Enzyme characterization	B.R. 2
13.			Michaelis-Menten kinetics.	B.R. 2
14.			Relevance of enzymes in metabolic regulation	B.R. 2
15.			Activation of reactions	B.R. 2
16.			Inhibition of reactions.	B.R. 2
17.			Inhibition of reactions.	B.R. 2
18.			Covalent modification of enzymes	B.R. 2

CO : 2

LO : 2.To learn role of enzymes in metabolism.

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Lecture no.	Unit no.	Unit Name	Topics	Reference
19.		-	Monosaccharides	B.R. 2
20.	Third	Carbohydrates	Di and polysaccharides	B.R. 2
21.		Lipids	Glycosylation of other biomolecule	B.R. 2
22.			Biological significance of carbohydrates	B.R. 2
23.			Structure and functions of storage lipids.	B.R. 2
24.			Structure and functions of membrane lipids.	B.R. 2
25.			Organization of membrane lipids	B.R. 2
26.			Organization of membrane lipids	B.R. 2
27.			Lipoproteins	B.R. 2
CO : 2				
LO : 3.To learn structure and function of sugars and lipids.				

Lecture no.	Unit no.	Unit Name	Topics	Reference
28.		-	Sideness and functions of lipids in membranes	B.R. 2
29.	Fourth	Biomembranes	Sideness and functions of membrane bound proteins	B.R. 2
30.		Membrane Organization and transport systems	Phase transition in lipids	B.R. 2
31.			Phase transition in carbohydrates	B.R. 2
32.			Comparison between different membrane models	B.R. 2
33.			Diffusion across membrane and its permeability	B.R. 2
34.			Carrier transport, ion transport , active transport	B.R. 2
35.			Ion pumps, water transport	B.R. 2
36.			Use of liposomes for membrane models and drug delivery system.	B.R. 2
CO : 2				
LO : 4. To learn organization and functions of biomembranes.				

IPS ACADEMY, INDORE

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Lecture no.	Unit no.	Unit Name	Topics	Reference
37.	Fifth	Bioenergetics	Basic Principles of Bioenergetics	B.R. 2
38.			Equilibrium and concept of free energy and coupled processes	B.R. 2
39.		Metabolism	Glycolytic Pathway	B.R. 2
40.			Kreb's cycle	B.R. 2
41.			Oxidative phosphorylation	B.R. 2
42.		Cell Signaling	Photosynthesis	B.R. 2
43.			Integration of central pathway	B.R. 2
44.			Principles of metabolic regulation	B.R. 2
45.			Signals and second messengers.	B.R. 2
CO : 3				
LO : 5.To learn bioenergetics, intermediary metabolism and cell signaling.				

VI: Book References:

1. Biochemistry by V. Voet & J.G. voet, Wiley Asia
2. Lehninger, principles of biochemistry by david Nelson and Michael cox. Freeman/Worth, 6Edition.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

IPS ACADEMY, INDORE

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VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper -I			
M.Sc. I Semester			
Goal – Student develops ability to understand biomolecules and their assessment.			
Objective- To impart knowledge of structure functions properties and organization of biomolecules in living beings to students.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the complete knowledge of the subject.	% Students have studied all aspects of Biochemistry still need more study.	% Students having even lesser interest in the subject.	% Students Need More Efforts for studies.

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August– December

Subject: Biotechnology Paper- IV (Biostatistics and bioinformatics)

Class: M.Sc. I Semester

I: Objective of Course: To impart knowledge about application of statistics and informatics in biology to students.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO 1	Student knows the use of statistics in data handling.
CO 2	Student must be able to retrieve relevant information from biological databases.
CO 3	Student knows file formats, phylogenetics, microarray experiment.
CO 4	Student knows determination of secondary and tertiary structures of macromolecules.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	-	-	-	-	-	-
CO 2	-	2	2	-	-	-	-	-
CO 3	-	2	2	-	-	-	-	-
CO 4	1	-	-	-	-	-	-	2

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	First	Applied Biostatistics	Fundamentals of applied probability.	BR1
2.			Exploratory data analysis and statistical inference.	BR1
3.			Analysis of one and two way samples.	BR1
4.			Discrete and continuous probability models.	BR1, 2
5.			Central limit theorem, inference hypothesis.	BR1, 2
6.			Expectation and variance.	BR1,2
7.			Test for proportions.	BR1
8.			Chi-square test, P-value of the statistics, Confidence limit.	BR1
9.			One way and two way Anova, and data transformation.	BR1
CO	1			
LO	1.Understanding and learning applied probability, variance, Anova and data transformation.			

Lecture no.	Unit no.	Unit Name	Topics	Reference
10.	-	Applied computer science -	Programming languages C and PEARL	BR 3,4
11.	Second	Biological databases.	Database concept , DBMS	BR 5
12.			Database browsing and data retrieval	BR 5
13.			Biological databases, data structure	BR 5
14.			Genbank, EMBL,DDBJ	BR 5
15.			PIR,SWISS-PROT,MIPS.	BR 5
16.			TIGR,HOVERGEN, TAIR.	BR 5
17.			PLASMO DB, ECDC.	BR 5

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

18.			FASTA, BLAST.	BR 5
CO	2			
LO	2.To learn C and PEARL programming Languages, concept of data bases and their management along with biological databases.			

Lecture no.	Unit no.	Unit Name	Topics	Reference
19.	Third	Sequence analysis	Cluster analysis.	BR6
20.			Phylogenetic clustering by simple matching coefficient.	BR6
21.			Sequence comparisons.	BR6
22.			Sequence patterns by regular expressions and profiles	BR6
23.			Markov- Model.	BR6
24.			Baum-Welch algorithm	BR6
25.			Profile HMM	BR6
26.			Profile HMM	BR6
27.			Pattern recognition methods.	BR6
CO			2	
LO	3.To learn phylogenetics, clustering and pattern matching methods.			

Lecture no.	Unit no.	Unit Name	Topics	Reference
28.		Gene expression analysis	Microarray experiments.	BR 7
29.	Fourth	Structure determination tools	Standardization of microarray data.	BR 7
30.			Detecting differential gene expression.	BR 7
31.			Clustering microarray data.	BR 7
32.			X-ray crystallography.	BR 7

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33.		File formats	NMR spectroscopy.	BR 7
34.			PDB	BR 7
35.			NDB	BR 7
36.			File formats for storage and dissemination of molecular structures.	BR 7
CO	3			
LO	4.To learn protein expression through microarray, protein structure determination methods, file formats for storage and dissemination of molecular structure.			

Lecture no.	Unit no.	Unit Name	Topics	Book Reference
37			Methods for homology modeling.	BR7
38	Fifth	Tools for macromolecular structure determination	Methods for threading and prediction.	BR7
39			Protein structure prediction.	BR7
40			Comparison of protein-protein structures.	BR7
41			Force fields.	BR8
42			Molecular energy minimization.	BR8
43			Molecular energy minimization.	BR8
44			Monte Carlo and molecular dynamics	BR8
45			Monte Carlo and molecular dynamics	BR8
CO	4			
LO	5.To learn the methods of determination of secondary and tertiary structures of macromolecules.			

VI Book Reference-

- 1.Introductory statistics by Prem. S. Mann Wiley publications.
- 2 .Mathematical Statistics & Data Analysis By John A Rice. Cengage Learning publications.
3. C for Dummies by Dan Gookin, Eerdmans Pub Co

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4. PEARL for Dummies by Paul Hoffman , John Wiley & Sons Inc
5. Basics of Bioinformatics by Sumati Hajela, YASHRAJ publications.
6. Concepts in Bioinformatics by Sumati Hajela, YASHRAJ publications
7. Essential Bioinformatics by Xiong, Cambridge university Press.
8. Introduction to Bioinformatics by A. M Lesk. Oxford press.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-IV (Biostatistics and Bioinformatics)			
M.Sc. I Sem			
Goal – Student develops ability to understand Biostatistics and Bioinformatics.			
Objective: To impart knowledge about application of statistics and informatics in biology to students.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the Perfect knowledge of tools and techniques and their applications	% Students studied subject thoroughly, more efforts are required for perfection.	% Students having even lesser interest in the subject	% Students Need More Efforts for giving time and attention to the studies

IX: Scheme of internal marks. what have u taken for yearly system please check

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

IPS ACADEMY, DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper III (Immunology)****Session: Aug -Dec****Class: M. Sc. Biotechnology Second Semester**

I: Objective of course: The objective of the course is to acquaint the students with Immunology, to understand the relation between Antigen antibody interaction, immunity and its role for mankind use and their detection techniques.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

- CO1 Have knowledge of Concept of immunity, and organization of immune system.
- CO2 Have knowledge of mechanism and component involve in antigen antibody reactions.
- CO3 Understand the applications immune assay and concept of vaccination, hypersensitivity and tumour immunology from academic and industrial perspective.
- CO4 Be able to Employ different techniques at laboratory level and be able to assess and troubleshoot the result

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2	3	2	-	3	2
CO 2	-	-	1	1	-	2	-	-
CO 3	2	1	1	-	-	1	2	3
CO 4	1	-	3	3	1	3	3	-

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Basic Concepts of Immunology	Introduction of Immunity ,Innate Immunity and their response	B.R.1.2.4
3			Acquired Immunity and their response, Inflammatory responses	B.R.2.4.5
4			Complement system ,Phagocytosis	B.R. 4.5.6
5			Cells of Immune systems	B.R.4.5
6			Formation and maturation of immune cells	B.R. 2,3.5
7			Organs of Immune system	B.R.2.4.5
8			Lymphatic system, Lymphoid tissues and immune response	B.R. 4.5.6
9			Primary Lymphoid Organ ,Secondary Lymphoid Organ	B.R.4.5
CO 1				
LO 1: Understand all types of immune cells and organs, their role in immune system and mechanism and type of immunity				
10	2	Immune Response	Introduction of Immune response	B.R. 4
11			Structure and function of Antigens, Immunogenicity of antigen	B.R. 3
12			Concept of immunogen, Hapten and Adjuvant, Role and properties of Adjuvant	B.R. 2
13			Structure of Immunoglobulin's,Types of Immunoglobulin's, Gene organization of Immunoglobulin's	B.R. 4.5.6
14			Immunoglobulin super families	B.R.4.5
15			Basis of self and non self discrimination	B.R. 2,5
16			B-cell maturation ,activation and differentiation, Antibody generation process by B-cell	B.R.4.5
17			T-cell maturation ,activation and differentiation	B.R. 2,5
18			Cell mediate Immune responses, Complement Pathway	B.R.1.2.4

CO 1&2

LO 2: Know about the structure, properties, types and diversity of antigen and antibodies, Immune response and detail knowledge of complement system and its pathway.

19	3	Antigen-Antibody interaction	Concept of Antigen-Antibody interaction, Antigen-Antibody Affinity	B.R. 4,5,6
20			Antigen-Antibody cross reactivity, Antigen-Antibody specificity	B.R.4,5
21			Reaction involve in Antigen-Antibody interaction: Precipitation, Agglutination, Complement Fixation	B.R. 2,5
22			Immunological Assay Techniques	B.R.4,5
23			Radio immune Assay and its application	B.R. 2,3,5
24			Western blotting and its application	B.R. 4,5,6
25			ELISA and its application, Types of ELISA	B.R.4,5
26			Immunofluorescence Assay and its application	B.R. 2,5
27			Immunoelectrone microscopy Assay and its application	B.R.1.2.4

CO 2,3 &4

LO3: Explanation of Antigen Antibody interaction and technique about all the tools and techniques used detection of antigen antibody reaction.

28	4	Vaccinology	Concept of vaccination ,History of Vaccination	B.R. 4,5,6
29			Role of active immunization and passive immunization in vaccine production	B.R.4,5
30			Live vaccine, Advantage and drawback of live vaccine	B.R. 2,5
31			Killed vaccine, Advantage and drawback of killed vaccine	B.R.4,5
32			Concept of attenuation in vaccine, Subunits of vaccine	B.R. 2,3,5
33			Vaccine technology and Hybridoma technology	B.R. 4,5,6
34			Role and properties of adjuvant in vaccination	B.R.4,5
35			Recombinant DNA vaccine, Protein based vaccine, Plant based vaccine	B.R. 2,5
36			Reverse Vaccinology	B.R.1.2.4

CO 3

LO 4: Describe the Immunization and vaccination strategies

37	5	Clinical Immunology	General idea of clinical immunology	B.R. 1.2.3
38			Introduction of MHC molecules, Types and function of MHC molecule, HLA Typing	B.R.1.2.4
39			Introduction of Hypersensitivity, Type I and Type II Hypersensitivity	B.R.2.4.5
40			Type III and Type IV Hypersensitivity	B.R.2.4.6
41			Autoimmune diseases and its type	B.R.2.4.5
42			Transplantation Immunology, Types of graft and graft rejection process, Immunosuppressive therapy for clinical transplantation	B.R.2.5.6
43			Tumor immunology, Tumor antigens and tumor markers	B.R.4.5.6
44			Immune response towards tumor	B.R. 4.5
45			Cancer cell and immunodeficiency	B.R. 2,5

CO 3

LO: Explain the various aspects of immunology like transplantation immunology, tumor immunology and immunohaematology role of MHC in Immune System Hypersensitivity and Autoimmunity

VI: Book References:

1. Immunology: Kubey, Goldsby RA., Thomas J Kindt., Barbara., and Osborne A., Freeman Publication (International)
2. Clinical Immunology: Brostoff J., Seaddin JK., Male D and Roit IM., Gower Medical Publication (International)
3. Immunobiology: Stanbury RF and WhitakJaneway *et al* ., Current biology publication(International)
4. Fundamental of Immunology: Paul, Lippencott Raven Publications(international)
6. Monoclonal antibodies:Godging, Academic pressy

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week

4.Late submissions will not be accepted in any case

5.Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Paper III(Immunology)			
M. Sc. Biotechnology II Semester			
Goal : The students will develop the ability to understand the general concept of Immunology and its techniques			
Objective: The objective of the course is to acquaint the students with Immunology, to understand the relation between Antigen antibody interaction, immunity and its role for mankind use and their detection techniques.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Immunology, structure and diversity Antigen, Antibody and other Immunological techniques and their role in the human health	% Students having the basic concept of Immunology, structure and diversity Antigen, Antibody and other Immunological techniques	% Students having understanding about general Immune System	% Students Need More Efforts for general Immune System

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

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Lesson Plan**Subject: Biotechnology Paper: I Molecular Biology****Session: Aug -Dec****Class: M.Sc. Biotechnology Semester – II**

I: Objective of course: Students will have thorough knowledge on genome organization; replication, transcription and translational machinery and its control, mutation and be able to perform related experiments and interpret its data.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have five optional Long answers type questions each of 17 marks

III: Course Outcomes (CO):

- | | |
|-----|--|
| CO1 | Complete understanding on genome organization and various concepts on genetics in prokaryotes and eukaryotes. |
| CO2 | To impart knowledge on replication, transcription, translation and post transcriptional and translational modifications. |
| CO3 | To impart knowledge and skills on mutation and practical knowledge on genomics. |
| CO4 | To develop concept in students on appropriate tools and techniques in biotechnological experiments and analyzing/interpretation of data. |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	3	-	-	-	-	3
CO 2	2	-	-	-	-	-	-	3
CO 3	3	3	3	-	-	-	-	3
CO 4	1	3	3	-	-	-	-	3

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit I	Genome organization	Organization of bacterial genome	B.N.2, 6,8, 13
2			Organization of eukaryotic chromosomes, Heterochromatin and Euchromatin	B.N.2, 6,8, 13
3			Role of nuclear matrix and Matrix binding proteins in chromosome organization and function	B.N.2, 6,8, 13
4			DNA reassociation kinetics (Cot curve analysis);	B.N.2, 6,3, 8, 13
5		Membrane Structure and Function	DNA melting and buoyant density	B.N.2, 6,3, 8, 13
6			DNA methylation & Imprinting	B.N.2, 6,38, 13
7			Repetitive and unique sequences; Satellite DNA	B.N.2, 6,3,8, 13
8			Nucleosome phasing; DNase I hypersensitive regions	B.N.2, 3, 6,8, 13, 14

CO: 1 & 4**LO 1:** Detailed understanding on genome organization in prokaryotes and eukaryotes and kinetics on DNA.

9	Unit II	DNA Structure; Replication; Repair & Recombination	Structure of and types DNA - A-,B-, Z and triplex DNA;	B.N.2, 6,8, 13,14
10			Measurement of properties of DNA structure- Spectrophotometric, CD, AFM and Electron microscope analysis	B.N.2, 6,8, 13
11			Replication of DNA in prokaryotes	B.N.9,10,11
12			Replication of DNA in eukaryotes	B.N.9,10,11
13			Fidelity or proof reading in Replication;	B.N.9,10,11
14			Replication of single stranded circular DNA;	B.N.9,10,11
15			DNA damage and repair- enzymes; Photoreactivation; Nucleotide excision repair;	B.N.9,10,11
16			Mismatch correction; SOS repair; Recombination: Homologous and non-homologous	B.N.9,10,11
17			Site specific recombination; FLP/FRT and Cre/Lox recombination	B.N.9,10,11, 12

CO: 1,2 & 4

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LO 2 : To understand in details structure and types and qualitative analysis of DNA and its replication, error and recombination.

18	Unit III	Prokaryotic & Eukaryotic Transcription	Prokaryotic Transcription- Promoters- Constitutive and Inducible; Operators;	B.N.9,10,11,12
19			Eukaryotic transcription- RNA polymerase structure and assembly; RNA polymerase I, II, III; Eukaryotic promoters and enhancers; General Transcription factors; TATA binding proteins (TBP) and TBP associated factors (TAF)	B.N.9,10,11,12
20			Mechanism of transcription- initiation, elongation	B.N.9,10,11,12
21			Mechanism of transcription- termination; Anti-termination	B.N.9,10,11,12
22			Regulation of transcription in prokaryotes- Regulatory elements	B.N.9,10,11,12
23			Regulation of transcription in eukaryotes - Activators and repressors	B.N.9,10,11,12
24			Transcriptional regulation-Positive and negative; Operon concept-lac, trp,	B.N.9,10,11,12
25			Transcriptional regulation-ara, his, and gal operons	B.N.12
26			Transcriptional and post-transcriptional gene silencing, Attenuation;	B.N.12

CO: 2, 4

LO 3 : To impart knowledge on Transcription in prokaryotes and eukaryotes and its regulation.

27	Unit IV	Post Transcriptional Modifications	Processing of mRNA-; 5'-Cap formation; 3'-end processing and polyadenylation; Splicing; and mRNA stability	B.N.9,10,11,12
28			Processing of hnRNA, tRNA	B.N.9,10,11,12, 13
29			Processing of rRNA and RNA editing	B.N.9,10,11,12, 13
30			Nuclear export of mRNA; Catalytic RNA, Isoaccepting tRNA	B.N.9,10,11,12, 13
31		Translation & Transport	Universal genetic code and its characteristics; Genetic code in mitochondria;	B.N.9,10,11,12, 13
32			Ribosomes- Composition and assembly; Wobble hypothesis	B.N.9,10,11,12, 13
33			Translation machinery Mechanism of initiation, elongation and termination;	B.N.9,10,11,12, 13

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34			Co- and posttranslational modifications;	B.N.9,12, 14
35			Transport of proteins and molecular chaperones;	B.N.9,12, 14
36			Protein stability; Protein turnover and degradation	B.N.9,13
CO: 2 & 4				
LO 4 : To impart knowledge on post transcriptional modification, translation machinery and its transport.				
37	Unit V	Bacterial mutants and mutations	Isolation of Bacterial mutants	B.N.2, 8
38			Useful phenotypes of mutants (auxotrophic, conditional, lethal, resistant)	B.N.2, 8
39			Mutation and Mechanisms of mutagenesis	B.N.2, 8
40			Types of mutations- base pair changes; frameshift; insertions	B.N.2, 8
41			Types of mutations- deletions; tandem duplication	B.N.2, 8
42		Genetic variation	Reversion vs. suppression	B.N.2, 8
43			Mutagenic agents; Mutation rate	B.N.2, 8
44			Assay of mutagenic agents (Ames test)	B.N.2, 8
45			genome polymorphism; uses of polymorphism	B.N.2, 8
CO: 2, 4				
LO 5 : To develop knowledge on various aspects on mutation and isolation of bacterial mutants.				

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VI: Book References:

1. Lodish et al., Molecular cell Biology, 4th Edition, W.H. Freeman & Company, 2000.
2. Smith & Wood, Cell Biology, 2nd Edition, Chapman & Hall, London, 1996.
3. Watson et al., Molecular Biology of the gene, 5th Edition, Pearson Prentice Hall. USA, 2003.
4. B. M. Turner, Chromatin & Gene regulation, 1st Edition, Wiley-Blackwell, 2002.
5. Benjamin Lewin, Gene IX, 9th Edition, Jones and Barlett Publishers, 2007..
6. Gardner, E.J., Simmons, M.J., Snustad, D.P., Principles of Genetics, VIII Edition, Wiley India, 2008.
7. C. B. Power, Molecular Cell Biology, Himalaya Publishing House, 2013.
8. Alberts et al; Molecular Biology of the Cell, 4th edition, Garland, 2002.
9. Freifelder D., Physical Biochemistry, Application to Biochemistry and Molecular Biology, 2nd Edition, W.H. Freeman & Company, San Fransisco, 1982.
10. V.Voet and J.G.Voet, Biochemistry, 3rd edition, John Wiley, New York, 2004.
11. A.L. Lehninger, Principles of Biochemistry, 4th edition, W.H Freeman Company, 2004
12. Geoffrey M. Cooper, The cell: a molecular approach, 2nd ed. Washington, D.C.: ASM Press ; Sunderland, Mass. : Sinauer Associates.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

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VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper -IV			
M.Sc. II Semester			
<p>Goal : Students develop the ability to prepare and analyze molecular events. Topics include Genome organization, Membrane Structure and Function, DNA Structure; Replication; Repair & Recombination, Prokaryotic & Eukaryotic Transcription, Post Transcriptional Modifications, Translation & Transport, Bacterial mutants and mutations and Genetic variation.</p> <p>Objective: Students gain understanding of the genome organization and various molecular level functions of organisms, practical knowledge on molecular biology and enable them to analyze and understand the mechanism.</p>			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students good understanding of genome organization, mechanism of central dogma and mutation.	% Students have basic concept of genome organization, mechanism of central dogma and mutation.	% Students little understanding genome organization, mechanism of central dogma and mutation.	% Students Need More Efforts and hard work for understanding the subject

IX: Scheme of internal marks

VIVA/Presentation	Assignment	Class test	Total 150	Final Internal Marks Out of 15
50 marks	50 marks	50 marks		

Lesson Plan

Subject: PII- Bacterial genetics and genetic engineering

Session: Aug -Dec

Class: M.Sc. Biotechnology Sem II

I: Objective of course: The objective of the course is to acquaint the students with gene transfer in bacteria, bacteriophages and plasmids, basic concept of genetic engineering, cloning vectors and cloning methodologies

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | Have knowledge of biology of bacterial and phage genetics and processes involved in bacterial gene transfer |
| CO2 | Have knowledge of tools and techniques for manipulation and analysis of genomic sequences |
| CO3 | Understand the applications of recombinant DNA technology and genetic engineering from academic and industrial perspective. |
| CO4 | Be able to Employ different techniques at laboratory level and be able to assess and troubleshoot the result |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	-	-	-	-	-	-	-
CO 2	3	1	2	-	-	-	-	-
CO 3	-	-	-	-	1	-	-	-
CO 4	2	3	3	-	-	-	2	1

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the course content	-
2	3	Basic concepts of genetic engineering	Restriction enzyme, DNA ligase, Klenow fragment	B.R. 7
3			T4 DNA polymerase, Polynucleotide kinase, Alkaline phosphatase	B.R. 7
4			Cohesive and blunt end ligation, linkers, adapters and homopolymeric tailing	B.R. 1
5			Labeling of DNA	B.R. 7
6			Radioactive and non radioactive probes	B.R. 7
7			Southern hybridization	B.R. 7
8			Northern and western hybridization	B.R. 7
9			FISH	B.R. 4
10			DNA-protein interactions	B.R. 4

CO 2**LO3 :** Know about all the tools and techniques used in recombinant DNA technology

11	2	Bacteriophage and plasmids and restriction-modification systems	Bacteriophage structure and assay	B.R. 7
12			Gene regulation of phage lambda	B.R. 7
13			Lytic and lysogenic cycles	B.R. 7
14			Plasmid biology: copy number and control, incompatibility	B.R. 7
15			Antibiotic resistance markers	B.R. 7
16			Antibiotic resistance markers	B.R. 7
17			Genetic analysis using phage and plasmids	B.R. 1
18			Phage M13-natural biology and use as vector	B.R. 7
19			Restriction modification systems	B.R. 7

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20			Applications	B.R. 7
CO 1				
LO 2: Understand the normal biology of DNA from different sources (plasmids and phages) so that they can be manipulated in construction of vectors and various survival techniques in bacteria.				
21	1	Gene transfer in bacteria	History	B.R. 1
22			Transduction- generalized	B.R. 1
23			Transduction- specialized	B.R. 1
24			Conjugation	B.R. 1
25			Hfr mediated chromosome transfer, merodiploid generation	B.R. 1
26			Gene mapping- genetic	B.R. 4
27			Gene mapping- physical	B.R. 4
28			Transposons	B.R. 1
29			Transposons	B.R. 1
30			Genetic analysis using transposons	B.R. 1
CO1				
LO1 : Describe all processes of transfer of genetic material in bacteria at genetic level				
31	4	Cloning vectors	Plasmids	B.R. 7
32			Bacteriophage	B.R. 7
33			M13 mp vectors	B.R. 7
34			pUC 19 and Bluescript vectors	B.R. 3
35			Cosmids and EMBL and shuttle vectors	B.R. 3
36			YAC and BAC and yeast based vectors	B.R. 3
37			SV 40, vaccinia vectors	B.R. 3

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38			Baculovirus, pichia and retroviral vectors	B.R. 3
39			Expression vectors- pMal, GST, pET	B.R. 7
40			Protein purification	B.R. 7
41			Plant based vectors	B.R. 3
CO 2				
LO4 : Describe the source, functioning and construction of vectors to be used for different purposes in genetic engineering.				
42	5	Cloning methodologies	Insertion of foreign DNA into host cells	B.R. 8
43			Isolation of total RNA and mRNA	B.R. 7
44			Genomic libraries	B.R. 8
45			cDNA libraries	B.R. 8
46			Expression cloning, jumping libraries	B.R. 7
47			Southwestern and farwestern cloning	B.R. 7
48			Yeast 2- hybrid system	B.R. 5
49			Phage display	B.R. 5
50			Principles in maximizing gene expression	B.R. 7
CO3,4				
LO5 : Explain different strategies of cloning DNA into vectors and their applications.				

VI: Book References:

- 1 S.R. Maloy, J.E. Cronan, D. Friefelder, Microbial Genetics, 2nd Edition, Jones and Bartlett Publishers, 1994
- 2 Hartl L D and Jones B, Analysis of genes and genomes, 3rd Edition, Jones and Bartlett Publishers, 1994.
- 3 S.B. Primrose, R.M. Twyman and R.W.Old; Principles of Gene Manipulation. 6th Edition, S.B.University Press, 2001
- 4 Brown TA, Genomes, 3rd ed. Garland Science 2006

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- 5 Primrose S & Twyman R, Principles of Gene Manipulation and Genomics, 7th Edition, Blackwell, 2006.
- 6 Glick BR & Pasternak JJ, Molecular Biotechnology, 3rd Edition, ASM Press, 1998.
- 7 J. Sambrook and D.W. Russel; Molecular Cloning: A Laboratory Manual, Vols 1-3, CSHL, 2001.
- 8 Brown TA, Gene cloning and DNA analysis, 4th ed. Blackwell Science

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology PII			
M.Sc sem II			
Goal : The students will develop the ability to understand tools and techniques of genetic engineering and its applications			
Objective: The objective of the course is to acquaint the students with gene transfer in bacteria, bacteriophages and plasmids, basic concept of genetic engineering, cloning vectors and cloning methodologies			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of gene transfer in bacteria, bacteriophages and plasmids, basic concept of genetic engineering, cloning vectors and cloning methodologies	% Students having the basic concept of gene transfer in bacteria, bacteriophages and plasmids, basic concept of genetic engineering, cloning vectors and cloning methodologies	% Students understanding genetic engineering and natural biology of plasmid and phages	% Students Need More Efforts for genetic engineering and natural biology of plasmid and phages

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August– December

Subject: Biotechnology Paper- IV (Analytical Techniques)

Class: M.Sc. II Semester

I: Objective of Course: To impart knowledge about principles and applications of instruments used in biology to students.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The Semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO 1	Student knows to use basic properties of macromolecules in their detection & measurements.
CO 2	Student knows chromatographic, electrophoretic techniques and centrifugation.
CO 3	Student knows radioactivity and its use in biology.
CO 4	Student knows to use biomolecules for industrial applications.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	-	-	-	-	-	-
CO 2	-	2	2	-	-	-	-	-
CO 3	1	2	2	-	-	-	-	-
CO 4	-	-	-	-	1	-	-	2

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	Basic Techniques in biology		Buffers, Methods of cell disintegration.	BR1
2.	First	Spectroscopic techniques	Enzyme assays and detergents	BR1
3.			Membrane proteins and dialysis	BR1
4.			UV, VIS spectroscopy	BR1
5.			Raman spectroscopy, CD	BR1
6.			Fluorescence & Plasma Emission spectroscopy	BR1
7.			NMR	BR1
8.			MS	BR1
9.			ESR	BR1

CO : 1

LO : 1. To learn basic techniques for handling of macromolecules and various spectroscopic techniques.

Lecture no.	Unit no.	Unit Name	Topics	Reference
10.	-	Chromatography	TLC & Paper chromatography	BR1
11.	Second	Electrophoresis	Gel permeation & Ion exchange chromatography	BR1
12.			Hydrophobic reverse phase & affinity chromatography	BR1
13.			HPLC, FPLC & criteria of purity of protein	BR1
14.			PAGE	BR1
15.			Agarose gel electrophoresis	BR1
16.			Capillary electrophoresis, 2D electrophoresis	BR1
17.			DISC gel electrophoresis	BR1
18.			Gradient gel & pulse field electrophoresis	BR1

CO : 2

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LO : 2. To learn various chromatographic and electrophoretic techniques.

Lecture no.	Unit no.	Unit Name	Topics	Reference
19.		-	Principle of centrifugation.	BR1
20.	Third	Centrifugation	Types of centrifuges.	BR1
21.			Ultracentrifugation.	BR1
22.			Preparative centrifugation.	BR1
23.			Differential centrifugation.	BR1
24.			Density gradient centrifugation.	BR1
25.			Analytical centrifugation.	BR1
26.			Molecular weight determination.	BR1
27.			Applications of centrifugation.	BR1
CO :2				
LO : 3.To learn principle and applications of centrifugation.				

Lecture no.	Unit no.	Unit Name	Topics	Reference
28.	Fourth	Radioactive and stable isotopes	Introduction to isotopes.	BR1
29.			Radioactive decay and dosimetry.	BR1
30.			Geiger- Muller Counter.	BR1
31.			Solid -liquid scintillation counter.	BR1
32.			Cerenkov radiation, Autoradiography.	BR1
33.			Measurement of stable isotopes.	BR1
34.			Falling drop method.	BR1

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35.			Isotope dilution technique.	BR1
36.			Applications of isotopes in biochemistry.	BR1
CO : 1				
LO : 4. To learn about radioactivity and its use in biology.				

Lecture no.	Unit no.	Unit Name	Topics	Book Reference
37	Fifth	Advanced techniques	Protein crystallization.	BR3
38			Protein crystallization	BR3
39			Theory of Mass -Spectroscopy.	BR1
40			API electrospray.	BR2
41			MALDI-TOF	BR2
42			Enzyme immobilization techniques.	BR1
43			Cell-Immobilization techniques.	BR1
44			Oligopeptide synthesis.	BR4
45			Oligonucleotide synthesis	BR4
CO : 1				
LO : 5. To learn methods of protein crystallization, enzyme immobilization and mass spectroscopy.				

VI Book Reference-

1. Bioinstrumentation by L. Veerakumari. MJP Publisher
2. Electrospray and MALDI Mass Spectrometry: Fundamentals, Instrumentation practicalities applications. John Wiley and Sons, Inc.
3. Protein crystallography methods and protocols by Alexander Wlodawer , Zbigniew Dauter , Mariusz Jaskolski. Humana press.
4. "Lehninger Principles of Biochemistry .by Nelson and Cox. Macmillan international edition.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.

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3 The result of each tests/assignment will be declared within one week

4.. Late submissions will not be accepted in any case

5..Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-IV (Analytical Techniques)			
M.Sc. II Sem			
Goal – Student develops ability to understand techniques used to analyze macromolecules.			
Objective: To impart knowledge about principles and applications of instruments used in biology to students.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the perfect knowledge of tools and techniques and their application	% Students studied subject thoroughly, more efforts are required for perfection.	% Students having even lesser interest in the subject	% Students Need More Efforts for giving time and attention to the studies

IX: Scheme of internal marks. what have u taken for yearly system please check

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

Lesson Plan

Session: August– December

Subject: Biotechnology Paper- I (Enzyme technology)

Class: M.Sc. III Semester

I: Objective of Course: To impart knowledge about principles and applications of biocatalyst to students.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO 1	Student must understand biological significance of biocatalyst.
CO 2	Student must be able to isolate and purify enzymes.
CO 3	Student must be able utilize enzymes for commercial purposes.
CO 4	Student plans, performs and analyzes data related to biocatalyst.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	-	-	-	-	-	-	2
CO 2	-	3	2	-	-	-	-	-
CO 3	-	3	-	-	-	-	2	2
CO 4	-	3	-	-	-	-	-	-

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	First	Introduction to enzymes	Introduction to enzymes.	BR1
2.			Historical development in enzymology.	BR1
3.			IUBMB enzyme classification.	BR1
4.			Sources of enzymes.	BR1
5.			Media used for enzyme isolation	BR1
6.			Methods of enzyme isolation.	BR1
7.			Principle and techniques of enzyme assay.	BR1
8.			Factors affecting enzyme activity	BR1
9.			Factors affecting enzyme activity	BR1
CO : 1				
LO : 1.To learn the rules of classification and factors responsible for enzyme activity.				

Lecture no.	Unit no.	Unit Name	Topics	Reference
10.	- Second	Mechanism of action of enzymes	Intracellular localization of enzymes.	BR2
11.			Mechanism of action of enzyme action.	BR2
12.			Investigation of active site.	BR1
13.			Investigation of active site.	BR1
14.			Enzyme activators.	BR1
15.			Co-enzymes and co-factors in enzyme catalysis.	BR1
16.			Investigation of active site.	BR1
17.			Investigation of active site.	BR1
18.			Test of enzyme homogeneity.	BR1
CO: 2				
LO : 2. To learn the concept of active site, methods of isolation and purification of enzymes.				

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Lecture no.	Unit no.	Unit Name	Topics	Reference
19	Third	Kinetics of enzyme catalyzed reaction	Bioenergetics and catalysis.	B.R. 3
20			Equilibrium state kinetics.	B.R. 3
21			Significance of k_m V_{max} and k_{cat} .	B.R. 3
22			Steady state kinetics.	B.R. 3
23.			Conversion of Michaelis plot into Line-Weaver plot	B.R. 3
24.			Multisubstrate reactions	B.R. 3
25.			General state equation	B.R. 3
26.			Ordered ,random – order reaction	B.R. 3
27			Ping pong mechanism and their significance	B.R. 3
CO : 1				
LO : 3. To learn enzyme kinetics.				

Lecture no.	Unit no.	Unit Name	Topics	Reference
28.	Fourth	Kinetics of inhibition of enzyme catalyzed reactions	Introduction to enzyme inhibition	B.R. 3
29.			Kinetics of competitive inhibition	B.R. 3
30.			Kinetics of non-competitive inhibition	B.R. 3
31.			Kinetics of uncompetitive inhibition	B.R. 3
32.			Kinetics of mixed and partial inhibition	B.R. 3
33.			Kinetics of substrate inhibition	B.R. 3
34.			Introduction to thermal kinetics	B.R. 3
35.			Effect of temperature on reaction rate	B.R. 3
36.			Enzyme stability , Arrhenius equation and activation energy	B.R. 3
CO : 5				
LO : 4.To learn about variety of enzyme inhibitors.				

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Lecture no.	Unit no.	Unit Name	Topics	Book Reference
37	Fifth	Types of enzymes	Introduction to allosteric enzymes and sigmoidal kinetics	B.R. 3
38			Cooperativity , MWC & KNF models	B.R. 3
39			Enzyme memory and mnemonical enzymes	B.R. 3
40			Isoenzymes	B.R. 3
41			Multienzyme complexes	B.R. 3
42			Multifunctional enzymes and their significance	B.R. 3
43			Biosensor	B.R. 3
44			Ribozymes	B.R. 3
45			Catalytic antibodies	B.R. 3
CO : 3				
LO :5. To know the variety of biocatalyst and their use as analytical reagent.				

VI Book Reference-

- 1-General enzymology by Kulkarni and Deshpande, Himalaya Publishing House,
- 2-Bioinstrumentation by L.VeerakumariMJP Publishers;
- 3-Lehninger, principles of biochemistry by David Nelson and Michael Cox., Freeman/Worth, 6 Edition.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

DEPARTMENT OF BIOTECHNOLOGY**VIII: Rubric for Internal Assessment**

Subject: Biotechnology Paper-I (Enzyme Technology)			
M.Sc. III Sem			
Goal – Student develops ability to understand role of enzymes in healthy cells and their commercial use. techniques used to analyze macromolecules.			
Objective: To impart knowledge about principles and applications of biocatalyst to students			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the complete knowledge of nature and uses of biocatalysts	% Students studied all aspects of enzymes, more are required for perfection	% Students having even lesser interest in the subject	% Students Need More Efforts for studies

IX: Scheme of internal marks. what have u taken for yearly system please check

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50		
			150	15

IPS ACADEMY, DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper II (Food Science and Technology)****Session: Aug -Dec****Class: M.Sc. Biotechnology Third Semester**

I: Objective of course: The objective of the course is to acquaint the students with food biotechnologies, to understand the relation between industries and biotechnology and their role for mankind use and their extraction techniques.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO1	Have knowledge of relation of biotechnology and food industry and microorganism associated with food.
CO2	Have knowledge of spoilage and food borne microbial disease and different food preservation technology, microbes based food product.
CO3	Understand the applications microbial involvement in food, Quality control and safety regulation of food standard from academic and industrial perspective.
CO4	Be able to Employ different techniques at laboratory level and be able to assess and troubleshoot the result

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	-	3	2	-	2	-	3
CO 2	-	1	1	1	1	-	-	3
CO 3	2	1	-	-	1	3	2	-
CO 4	1	3	3	2	3	2	3	2

V: Session Plan:

Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Introduction of Biotechnology in relation of food Industries	Introduction of food biotechnology, Use of biotechnology in food industries	B.R.1,2
3			Current status of food biotechnology, Food biotech based national & international industries	B.R.1,2,3
4			Role of GMO in food industries, Food research institute in India	B.R.1,2,3
5			Introduction of food microbiology, Nutritive value of food	B.R.1,2,3
6			Types of microbes associated with food	B.R.2,3
7			Microbes sources in food	B.R.2,3,5
8			Microbial Positive behavior in food	B.R.2,3,5
9			Microbial Negative behavior in food	B.R.1
CO 1				
LO 1: Understand role of biotechnology in food processing and food industries				
10	2	Food Preservation Technologies	Introduction of food preservation	B.R.1,2
11			Food preservation by heat, Concept of pasteurization	B.R.1,2,3
12			Appertization,Balanching and Canning techniques	B.R.1,2,3
13			Food preservation by radiation, Food preservation by cold treatment	B.R.1,2,3
14			Food preservation by different acids & organic substance	B.R.1,2,3
15			Food preservation by Enzymes, New preservation technologies	B.R. 2, 3
16			Food packaging strategies	B.R.1,2
17			Bioprocessing of Meat & Fisheries	B.R.1,2,3
18			Bioprocessing Vegetables & Dairy products	B.R.1,2,3
CO 2				

LO 2: Know about the food processing and preservation technology.

19	3	Food Spoilage and food borne diseases	Concept of food spoilage & types of food spoilage	B.R.1,2
20			Mechanism of food spoilage, Microbes association of food spoilage	B.R.1,2,3
21			Food borne infection and intoxication	B.R.1,2,3
22			Food borne disease caused by Bacteria pathogenesis and mechanism	B.R.1,2,3
23			Food borne disease caused by Fungus pathogenesis and mechanism	B.R.1,2,3
24			Food borne disease caused by Algal pathogenesis and mechanism	B.R.1,2,3
25			Food borne disease caused by protozoa, pathogenesis and mechanism	B.R. 2,3
26			Food borne disease caused by Viruses, pathogenesis and mechanism	B.R.2,3
27			Food borne disease caused by Nematods, pathogenesis and mechanism	B.R.2,3

CO 2&4**LO3 : Explanation of microbial spoilage of food and food borne disease**

28	4	Fermented Food Product	Concept of microbial fermentation, general idea of fermented food product	B.R.1,2
29			Introduction of Fermented dairy product	B.R.1,2,3
30			Production and use of cheese, Buttermilk & yogurt	B.R.1,2,3
31			Introduction of Fermented non beverage plant products product	B.R.1,2,3
32			Production and use of sauerkraut, pickle cucumbers & olives	B.R.1,2,3
33			Introduction of Fermented non beverage plant products product	B.R.1,2,3
34			Production and use of beer and wine	B.R.1,2
35			Use of microbes as food probiotics and prebiotics	B.R.2,3
36			Production of single cell protein by microbes	B.R.2,3

CO 2

LO4: Describe the different fermented food and use of microbes as food.

37	5	Quality control of food	Involvement of microbes in food ,Analysis techniques of microorganism in food item	B.R. 2,3
38				B.R.2,3
39			Surface observation of microorganism in food item	B.R.2,3
40			Culture base analysis of microorganism in food	B.R.2,3,5
41			ELISA, RIA base analysis of microorganism in food item	B.R.2,3,5
42			Quality control guide line of food items in India and international	B.R. 2,3
43			Hygiene guide line of food items in India and international	B.R. 4,5
44			Food regulation and standard of India &International	B.R.4,5
45			Food processing and packaging standard	B.R.3, 4

CO 3&4

LO5: Explain the various aspects of food quality control and safety and hygiene practices of food.

VI: Book References:

1. Food biotechnology: Roger A ,Gordan B and John T., Cambridge Publication (International)
2. Food microbiology: Dennis C. Westhoff., William C. Frazier and N.M. Vanith., Mc Graw hill Publication (International)
3. Principles of fermentation technology: Stanbury RF and WhitakerA., Pergamon press,Oxford(International)
4. Industrial Microbiology: G Reed,Prescott and Dunn's, CBS Publications
5. Fermentation Microbiology and Biotechnology:Mansi EMTEL,Bryle CFA, Taylor and fransis LTD UK

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
- 5.Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment

Subject: Paper III(Food Science and technology)			
M. Sc. Biotechnology III Semester			
Goal : The students will develop the ability to understand the general concept of Food Science and technology and its techniques			
Objective: The objective of the course is to acquaint the students with food biotechnologies, to understand the relation between industries and biotechnology and their role for mankind use and their extraction techniques.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Food biotechnology, its importance and microbial involvement in food industries and their applications.	% Students having the basic concept of Food biotechnology, its importance and microbial involvement in food industries.	% Students having understanding about general Food biotechnology	% Students Need More Efforts for general Food biotechnology

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper: IV Plant Biotechnology****Session: Aug -Dec****Class: M.Sc. Biotechnology Semester –III**

I: Objective of course: Students will have thorough knowledge on Plant biotechnology and its techniques and basic understanding of recombinant DNA technology in Plant Tissue Culture for its use to increase productivity and performance in plants.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have five optional Long answers type questions each of 17 marks

III: Course Outcomes (CO):

- CO1 To develop knowledge in plant tissue culture (PTC) and its application for entrepreneurial skills.
- CO2 To impart skills on various techniques in genetic engineering and PTC techniques and Biotechnology Engineering.
- CO3 To acquaint students on techniques to increase productivity & performance of plants/ crops.
- CO4 Basic understanding on techniques on rDNA used in PTC.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2	-	-	2	-	3
CO 2	3	3	3	-	2	1	2	3
CO 3	3	3	3	1	3	-	1	3
CO 4	3	2	3	-	-	-	-	3

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit I	Introduction to cell and Tissue Culture	Tissue culture as a technique to produce novel plants and hybrids	B.N. 3,7,8,
2			Tissue culture media (composition and preparation),	B.N. 3,7,8,
3			Initiation and maintenance of callus culture	B.N. 3,7,8,

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4		Initiation and maintenance of suspension culture	B.N. 3,7,8,
5		Organogenesis	B.N. 3,7,8,
6		Somatic embryogenesis	B.N. 3,7,8,
7		Shoot-tip culture: rapid clonal propagation and production of virus-free plants.	B.N. 3,7,8,
8		Single cell clones, Embryo culture and embryo rescue.	B.N. 3,7,8,
9		Protoplast isolation and culture	B.N. 3,7,8,
10		Protoplast fusion and selection of hybrid cells , symmetric and asymmetric hybrids, cybrids	B.N. 3,7,8,
11		Regeneration of hybrid plants, transfer and establishment of whole plants in soil	B.N. 3,7,8,
12		Anther and pollen culture for production of haploid plants and homozygous lines.	B.N. 3,7,8,
13		Ovary culture for production of haploid plants and homozygous lines	B.N. 3,7,8,

CO : 1 & 3**LO 1 :** To acquaint students on various concepts of plant tissue culture and its techniques.

14	Unit II	Plant transformation Technology & Chloroplast transformation	Basis of tumor formation, features of Ti plasmids & Ti vectors	B.N. 3,5,6,
15			Basis of hairy root, features of Ri plasmids & Ri vectors and their advantages	B.N. 3,5,6,,
16			Role of virulence genes, use of Ti and Ri as, binary vectors, viral vectors and their application	B.N. 3,5,6,
17			Genetic markers, use of reporter genes with introns,	B.N. 3,5,6,,
18			Multiple gene transfers, use of 35S and other promoters	B.N. 3,5,6,
19			Mechanisms of DNA transfer- direct	B.N. 3,5,6,,
20			Mechanisms of DNA transfer- indirect	B.N. 3,5,6,
21			Use of scaffold attachment regions methods of nuclear transformation,	B.N. 3,5,6,,

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22			Transformation of monocots.	B.N. 3,5,6,
23			Transgene stability and gene silencing.	B.N. 3,5,6,,
CO: 2,3 & 4				
LO 2 : To acquaint students with various techniques of DNA transfer, vectors used in PTC and its techniques role.				
24	Unit III	Application of plant Transformation for productivity and performance	Herbicide resistance,	B.N. 1, 3, 7,8,
25			Insect resistance,	B.N. 1, 3, 7,8,
26			Virus resistance,	B.N. 1, 3, 7,8,
27			Disease resistance,	B.N. 1, 3, 7,8,
28			Nematode resistance,	B.N. 1, 3, 7,8,
29			Abiotic stress, post-harvest losses,	B.N. 1, 3, 7,8,
30			Long shelf life of fruits and flowers, male sterile lines, bar and barnase system	B.N. 1, 3, 7,8,
CO: 2 & 3				
LO 3 : To impart knowledge on PTC techniques to increase productivity and performance in plants.				
31	Unit IV	Metabolic Engineering and Industrial Products	Plant secondary metabolities	B.N. 1, 3, 7,8,
32			Alkaloids, polyhydraxybutyrate,	B.N. 1, 3, 7,8,
33			Therapeutic proteins, lysosomal enzymes, antibodies, edible vaccines	B.N. 1, 3, 7,8,
34			Purification strategies, oleosin partitioning technology	B.N. 1, 3, 7,8,
35			Control mechanisms and manipulation of phenylpropanoid pathway	B.N. 1, 3, 7,8,
36			Shikimate pathway	B.N. 1, 3, 7,8,
CO: 2 & 3				
LO 4 : To provide understanding on different plant secondary metabolites and its pathway of production along with its application in PTC.				
37	Unit V	Molecular Marker aided-	Basic techniques of rDNA techniques	B.N. 1, 3, 5,6,
38			RFLP, RAPD and AFLP- technique, markers	B.N. 1, 3, 5,6,

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	Breeding:	& maps	
39		RFLP, RAPD and AFLP- markers & maps	B.N. 1, 3, 5,6,
40		Map based cloning,	B.N. 1, 3, 5,6,
41		Molecular marker assisted selection- QTL, SCAR (sequence characterized amplified regions), SSCP	B.N. 1, 3, 5,6,
42		Linkage analysis	B.N. 1, 3, 5,6,
43		STS, microsatellites	B.N. 1, 3, 5,6,
44		Cryopreservation, slow growth	B.N. 1, 3, 5,6,
45		DNA Banking for germplasm conservation	B.N. 1, 3, 5,6, 8
CO: 4			
LO 5 : To impart skills on basic techniques of rDNA used in PTC.			

VI: Book References:

1. J. Hammond, P. McGarvey and V. Yusibov (Eds.): Plant Biotechnology. Springer verlag, 2000.
2. T-J. Fu, G. Singh, and W.R. Curtis (Eds.); Plant Cell and Tissue Culture for the Production of Food Ingredients. Kluwer Academic/Plenum Press. 1999.
3. H. S. Chawla: Biotechnology in Crop Improvement. International Book Distributing Company. 1998.
4. R.J. Henry: Practical Application of Plant Molecular Biology. Chapman and Hall. 1996.
5. P.K. Gupta : Elements of Biotechnology. Rastogi and Co. Meerut. 1996.
6. B.D. Singh, Biotechnology, Kalyahi Publication, 2015.
7. Methods in Plant Tissue Culture, U Kumar, Agro Botanika Publisher, 1999
8. Plant Tissue Culture Razdan and Purohit, 3rd Edition Intercept Pvt. Ltd.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

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VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper -IV			
M.Sc. III Semester			
Goal : Students develop the ability to understand the concept of various techniques of plant biotechnology and its applications. The topics include Introduction to cell and Tissue Culture, Plant transformation Technology & Chloroplast transformation, Application of plant Transformation for productivity and performance, Metabolic Engineering and Industrial Products and Molecular Marker aided-Breeding.			
Objective: Students gain understanding of the techniques of plant tissue culture to increase the productivity and performance of plants for betterment of environment, agriculture and metabolic engineering			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students good understanding of Tissue culture and plant transformation technology, Metabolic and genetic engineering	% Students have basic concept of Tissue culture and plant transformation technology and has room for improvement	% Students has little understanding on the subject.	% Students Need More Efforts and hard work on the subject

IX: Scheme of internal marks

VIVA/Presentation	Assignment	Class test	Total 150	Final Internal Marks Out of 15
50 marks	50 marks	50 marks		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: PIII- Environmental biology****Session: Aug -Dec****Class: M.Sc. Biotechnology Sem III**

I: Objective of course: The objective of the course is to acquaint the students with basic concepts and issues of the environment, different types of pollution-their source, effects, measurement and bioremediation through biotechnology

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO1	Know about the various regional and global concerns regarding the environment
CO2	Understand the recent developments in both the understanding of environmental processes and the technological advances in measurement techniques, remediation processes and pollution control
CO3	Have knowledge of specific examples and explain how chemical, biological and molecular sciences can be applied to identify and address issues of environmental concerns.
CO4	Be familiar with the utilization of microbial processes in waste and water treatment, and bioremediation

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	-	-	-	3	-	-	-
CO 2	2	2	3	-	-	-	2	-
CO 3	3	1	1	-	2	-	-	-

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CO 4	-		-	-	-	-	-	-
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V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the course content	
2	1	Environment-basic concept and issues	Basic concept of environment	B.R. 1,3
3			Water pollution	B.R. 1
4			Air pollution	B.R. 1
5			Soil pollution	B.R. 1
6			Noise, light and thermal pollution	B.R. 1
7			Sampling	B.R. 1
8			Measurement of water pollution	B.R. 5
9			Measurement of soil pollution	B.R. 5
10			Measurement of air pollution	B.R. 5
11			Biosensors, bioindicators and biomarkers	B.R. 1

CO 1

LO1 : Know various issues of pollution plaguing the world and the methodology for environmental pollution management

12	2	Air and water pollution	Air pollution and its control through biotechnology-biofilters and bioscrubbers	B.R. 3
13			Air pollution and its control through biotechnology-bioplastics, use of microorganisms for chemical, solvent production	B.R. 3,1
14			Air pollution and its control through biotechnology-desulphurization and removal of nitrogen from coal	B.R. 1
15			Water as scarce natural resource, need for water management	B.R. 1
16			Measurement of water pollution	B.R. 5

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17			Source of water pollution	B.R. 7
18			Waste water treatment-physical, chemical, and biological	B.R. 1,5
19			Microbiology of waste water treatment	B.R.1
CO2				
LO 2: Describe the sources, effects and control of air pollution through biotechnological processes				
20	3	Waste water treatment	Aerobic processes	B.R.1
21			Aerobic processes	B.R. 1
22			Aerobic processes	B.R. 1
23			Anaerobic processes	B.R. 1
24			Treatment schemes of wastewater of dairy industry	B.R. 2,3
25			Treatment schemes of wastewater of distillery industry	B.R. 2,3
26			Treatment schemes of wastewater of tannery industry	B.R. 2,3
27			Treatment schemes of wastewater of sugar industry	B.R. 2,3
28			Treatment schemes of wastewater of antibiotic industry	B.R. 2,3
CO 2,4				
LO 3: Understand the concept of water pollution, its treatment through physical, chemical and biological processes and operations of aerobic and anaerobic bioprocesses and proper selection of bioreactors for remediation of water pollution due to industrial effluents				
29	4	Xenobiotics	Microbial degradation of xenobiotic in environment	B.R. 4
30			Ecological considerations	B.R. 4
31			Decay behavior	B.R. 4
32			Degradation of hydrocarbons	B.R. 4

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33		Degradation of hydrocarbons	B.R. 4
34		Degradation of oil pollution	B.R. 4
35		Degradation of surfactants	B.R. 2
36		Degradation of pesticides	B.R. 2
37		Role of degradative plasmid in xenobiotic degradation	B.R. 6

CO 2,3

LO4 : Evaluate the potential for biodegradation of organic pollutants, taking microbial and physical/chemical environments, as well as the chemical structure of the compound itself, into consideration; role of genes in xenobiotic degradation

38		Bioremediation of contaminated soils and wastelands	B.R. 2
39		Bioremediation of contaminated soils and wastelands	B.R. 2
40		Biopesticides	B.R. 2
41		Biopesticides	B.R. 2
42	5	Composting and vermiculture	B.R. 2
43		Biogas production	B.R. 2
44		Ozone depletion and UV-B radiations	B.R. 7
45		Green house effect	B.R. 7
46		Acid rain	B.R. 7

CO 3

LO 5: Have knowledge of methods for reclamation of contaminated wastelands through bioremediation, and methods for disposal and treatment of solid waste through aerobic and anaerobic processes, concept of IPM and role of biopesticides

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

- 1 Environmental biotechnology: Allan Scragg, Oxford University Press
- 2 Textbook of environmental biotechnology: PK Mohapatra, IK International
- 3 Environmental biotechnology: SN Jogdand, Himalaya Publishing House
- 4 Microbial bioremediation: P Rajendran, P Gunasekaran, MJP Publications
- 5 Environmental science and biotechnology: AG Murugesan, C Rajakumari, MJP Publications
- 6 Glick BR & Pasternak JJ, Molecular Biotechnology, 3rd Edition, ASM Press, 1998.
- 7 Environmental chemistry: Anil K De, New Age International Publishers

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology P III			
M.Sc. Sem III			
Goal : The students will develop the ability to environmental issues and how to deal with them			
Objective: The objective of the course is to acquaint the students with basic concepts and issues of the environment, different types of pollution-their source, effects, measurement and bioremediation through biotechnology			
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concepts and issues of the environment, different types of pollution-their source, effects, measurement and bioremediation through biotechnology	% Students having the basic concepts and issues of the environment, different types of pollution-their source, effects, measurement and bioremediation through biotechnology	% Students having understanding about environmental issues and their bioremediation.	% Students Need More Efforts for understanding environmental issues and their bioremediation

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

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Lesson Plan

Session: August– December

Subject: Biotechnology Paper- III (Animal Biotechnology)

Class: M.Sc.IV Semester

I: Objective of Course: To impart knowledge about principles and applications of animal cell culture to students.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

CO 1	Student must be able to understand the methods of maintenance and use of animal cells <i>in-vitro</i> .
CO 2	Student knows to scaling up of animal cell culture.
CO 3	Student knows to culture tissue and organ.
CO 4	Student knows to manipulate cells for medicinal applications.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	-	2	-	-	-	-	-
CO 2	-	2	-	-	-	-	-	-
CO 3	1	-	2	-	-	-	-	-
CO 4	-	-	-	-	-	-	-	2

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	First	Requirements of animal cell culture	Introduction to Animal Biotechnology	BR1
2.			Structure and organization of cells	BR1
3.			Equipment and materials for animal cell structure	BR1
4.			Balanced salt solutions and simple growth medium	BR1
5.			Composition of culture media	BR1
6.			Role of different components of culture media	BR1
7.			Role of serum supplements	BR1
8.			Serum free media	BR1
9.			Defined media	BR1
			Applications of different culture media	BR1
CO	1			
LO	1.To learn basic structure of animal cell in order to handle them in –vitro.			

Lecture no.	Unit no.	Unit Name	Topics	Reference
10.	Second	Maintenance of animal cell cultures	Viability and cytotoxicity measurements	BR2
11.			Biology and characterization of culture cells	BR2
12.			Growth measurements of cultured cells	BR1
13.			Disaggregation of tissues	BR1
14.			Primary , secondary cell lines	BR1
15.			Maintenance of cells	BR1
16.			Cell separation techniques	BR1
17.			Variety of cultures	BR1

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18.			Characteristics of different cultures	BR1
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CO1

LO 2. To learn the techniques of mammalian cell culture and its manipulation in culture.

Lecture no.	Unit no.	Unit Name	Topics	Reference
19.	Third	Methods to scale up culture and other techniques	Scaling up of animal cell culture	B.R. 1
20.			Cell synchronization	B.R. 1
21.			Cell fusion	B.R. 1
22.			Cell cloning	B.R. 1
23.			Micromanipulation	B.R. 1
24.			Micromanipulation	B.R. 1
25.			Cell transformation	B.R. 1
26.			Cell transformation	B.R. 1
27.			Somatic cell genetics	B.R. 1

CO 2

LO 3. To learn scaling up of animal cell culture.

Lecture no.	Unit no.	Unit Name	Topics	Reference
29.	Fourth	Types of cultures	Organ culture	B.R. 1
30.			Histotypic cultures	B.R. 1
31.		Tissue engineering	Tissue engineering	B.R. 1
32.			Tissue engineering	B.R. 1
33.		Cell death	Measurement of cell death	B.R. 1
34.			Measurement of cell death	B.R. 1
35.			Measurement of cell death	B.R. 1

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36.			Apoptosis	B.R. 1
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CO 3

LO4. To learn tissue culture and organ culture.

Lecture no.	Unit no.	Unit Name	Topics	Book Reference
37	Fifth	Applied animal biotechnology	Transfection of mammalian cells	B.R. 2
38			Transfection of mammalian cells	B.R. 2
39			Production of biopharmaceuticals	B.R. 2
40			Production of biopharmaceuticals	B.R. 2
41			Cell culture based vaccines	B.R. 2
42			Cell culture based vaccines	B.R. 2
43			Stem cell and applications	B.R. 2
44			Embryonic cells and applications	B.R. 2
45			Transgenic animals	B.R. 2

CO 4

LO 5. To learn applied animal biotechnology.

VI Book Reference-

1. Culture of animal cells : A manual of basic technique by R. Ian. Freshney, Wiley Publishing Inc.
2. Animal Cell Culture – John R.W. Masters – Oxford University Press.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.

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- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-III (Animal Biotechnology)			
M.Sc. IV Sem			
Goal – Student develops ability to understand role of animal cell culture and its commercial use.			
Objective: To impart knowledge about principles and applications of animal cell culture to students.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the complete knowledge of the subject.	% Students have studied all aspects of animal cell culture still need more study.	% Students having even lesser interest in the subject.	% Students Need More Efforts for studies.

IX: Scheme of internal marks. what have u taken for yearly system please check

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

IPS ACADEMY, DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper I (Bioprocess Technology)****Session: Aug -Dec****Class: M. Sc. Biotechnology Fourth Semester**

I: Objective of course: The objective of the course is to acquaint the students with bioprocess technologies, to understand the production of microbial metabolites of industrial use and their extraction techniques.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

- CO1 Have knowledge of industrially important microorganism and their improvement technology.
- CO2 Have knowledge of technology and requirement microbial production of different substances.
- CO3 Understand the applications of microbial fermentation, and different microbial production and recovery processes from academic and industrial perspective.
- CO4 Be able to Employ different techniques at laboratory level and be able to assess and troubleshoot the result

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	3	3	3
CO 2	-	-	2	-	2	3	-	-
CO 3	1	2	2	2	-	3	2	3
CO 4	3	3	1	3	3	1	1	1

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Introduction of Bioprocess technology	Microorganism and their Industrial importance, microbe based product	B.R. 2, 3,6
3			Fermenter structure and operation technique	B.R. 2, 3,4
4			Isolation, Screening and selection techniques of industrially important microbes	B.R. 2, 3,7
5			Maintenance and preservation technique of industrially important microbes	B.R. 1,2,4
6			Microbial growth study, Microbial Death pattern study	B.R. 2,4,6
7			Strain improvement techniques for industrial useful microbes	B.R.3,4
8			Different techniques use for the improvement of microbial strain	B.R. 1,6
9			Physical & Chemical factor effect the microbial production	B.R.1,6
CO 1 & 4				
LO 1: Understand basic principle of bioprocess technology, industrially important microorganism and their improvement techniques.				
10	2	Production and Extraction techniques of microbe based product	Media requirement for the industrial production of microbe based product	B.R. 4,7
11			Selection and optimization of medium according to microbes	B.R. 3,4,7
12			Scale up & Scale down process	B.R. 2,4,6
13			Concept and application of bioseparation process	B.R. 2,3,4
14			Different filtrations& Sedimentation techniques for bioseparation	B.R. 2,3,4
15			Cell disruption technique for bioseparation, Liquid – liquid extraction techniques for bioseparation	B.R. 2, 3,4
16			Concept of chromatography in purification of bioprocessed product	B.R. 1,2,3
17			Reverse osmosis chromatography, Ultrafiltration chromatography	B.R. 6,7
18			Effluent treatment and its disposal	B.R.6,7

CO 3

LO2: Know about fermentation technology, condition requirement of microbial fermentation and various separation methods for product recovery.

19	3	Fermentation processes	Concept of fermentation and its applications	B.R. 4,6
20			Bioreactor structure and features, Types of different fermenters	B.R.4,5
21			Optimization of different fermentation processes	B.R.4,6,7
22			Batch & Fed Batch fermentation process	B.R.4,5,6
23			Continuous fermentation process	B.R.4,5,6
24			Concept of biotransformation, Comparison of conventional fermentation and biotransformation	B.R.3,5,7
25			Solid substrate & Surface fermentation process	B.R.3,5,7
26			Submerged fermentation process	B.R.3,5,7
27			Measurement & control of bioprocessing reactions	B.R.4,7

CO 2&4

LO3: Explanation of basic concept and types of fermenter.

28	4	Microbial metabolite production methods	Concept microbial metabolites and their industrial use	B.R.1,4,6
29			Microbial production, Processing and recovery of Ethanol	B.R.1,4,6
30			Microbial production, Processing and recovery of Lactic acids	B.R.1,2,4
31			Microbial production, Processing and recovery of Glutamic acid	B.R.2,4,7
32			Microbial production, Processing and recovery of Lysine	B.R.3,4,6
33			Microbial production, Processing and recovery of Vitamine B12	B.R.3,4,7
24			Microbial production of Penicillin	B.R.1, 2,5
35			Microbial production of Streptomycin	B.R.1,3,5
36			Packaging techniques	B.R.2,4,7

CO 2 & 4

LO4:. Describe the industrial production process of microbial products use for mankind.

37	5	Microbe based industrial product and their applications	Introduction of microbial enzymes	B.R. 2,4,6
38			Industrial production & Recovery of fungal amylase	B.R.2,4,5
39			Industrial production & Recovery of fungal protease	B.R.2,4,6
40			Enzyme immobilization techniques, Industrial application of Enzyme immobilization	B.R.1,2,4
41			Biobleaching of minerals by microbes	B.R.2,6,7
42			Oil recovery process by microbes	B.R. 2,3
43			Single cell protein by bacteria, algae and fungi	B.R. 4,3
44			Microbes as bio insecticides	B.R.4,5
45			Microbes as biofertilizers	B.R.4,5

CO 2&4

LO5: Explain the various aspects of product recovery methods and microbes as food**VI: Book References:**

1. Bioprocess engineering in biotechnology: Jackson A T, Englandwood cliffs Publication (International)
2. Bioprocess Engineering: Basic Concept: Shuler M Land Kargi F, Englandwood cliffs Publication (International)
3. Principles of fermentation technology: Stanbury RF and Whitaker A., Pergamon press, Oxford (International)
4. Industrial Microbiology: G Reed, Prescott and Dunn's, CBS Publications
5. Biochemical Engineering fundamentals: Baily JE and Ollis DF, Mc Graw hill book company Newyork
6. Fermentation Microbiology and Biotechnology: Mansi EMTel, Bryle CFA, Taylor and Francis LTD UK
7. Biochemical Engineering: Aiba S, Humphrey AE and Millis NF, University of Tokyo press

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment**Subject: Paper I (Bioprocess Technology)****M. Sc. Biotechnology IV Semester**

Goal : The students will develop the ability to understand the general concept of Bioprocess Technology and its techniques			
Objective: The objective of the course is to acquaint the students with bioprocess technologies, to understand the production of microbial metabolites of industrial use and their extraction techniques.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Bioprocess technology, industrial role of microorganism and its applications and production and extraction methods	% Students having the basic concept of Bioprocess technology, industrial role of microorganism and its applications	% Students having understanding about general Bioprocess technology	% Students Need More Efforts for general Bioprocess technology

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total 150	Final total out of 15
50	50	50		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: P II (Genomics, proteomics, IPR and Biosafety)****Session: Aug -Dec****Class: M.Sc. Biotechnology Sem IV**

I: Objective of course: The objective of the course is to acquaint the students with basics of genomics, tools of genome analysis, gene silencing techniques, functional proteomics and genomics, IPR and biosafety.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper). The theory paper will contain five long answers type questions of 17 marks each, each with an option.

III: Course Outcomes (CO):

- CO1 Understand the basic concepts of emerging fields of genomics and proteomics
- CO2 Have knowledge of key technologies of genomics and proteomics and their applications in the study of human and model organism genomes.
- CO3 Be familiar with the concept of intellectual property rights and their application in the scientific community
- CO4 Be able to assess the best practices, know about biological containment and be prepared to safely conduct research

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1	3	2	-	-	-	-
CO 2	3	3	-	-	-	-	-	-
CO 3	-	-	-	3	-	3	-	-
CO 4	3	-	-	3	3	1	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the course content	
2	1	Introduction	DNA sequencing methods-Sanger's	B.R.2
3			DNA sequencing methods- Maxam Gilbert's	B.R.2
4			DNA sequencing methods-automated equencing	B.R.2
5			RNA sequencing	B.R.2
6			Chemical synthesis of oligonucleotides	B.R.3
7			Chemical synthesis of oligonucleotides	B.R.3
8			Gene annotation	B.R.3
9			EST, SNP	B.R.3
CO 1				
LO1 : Explain how DNA is sequenced using the Sanger Method and the recent improvements that have increased the efficiency of this process; discuss chemical synthesis of oligonucleotides and gene annotation.				
10	2	Tools for genome analysis and gene silencing techniques	RFLP, RAPD	B.R.2
11			DNA fingerprinting	B.R.2
12			Physical mapping	B.R.2
13			Genetic mapping	B.R.2
14			PCR- introduction	B.R.5
15			PCR-types	B.R.5
16			PCR-applications	B.R.5
17			Site specific mutagenesis	B.R.5

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18			siRNA technology	B.R.3
19			miRNA technology	B.R.3
20			Gene therapy	B.R.4
21			Creation of knockout mice and disease models	B.R.3
22			Gene replacement and gene targeting	B.R.3
23			Transgenics	B.R.4
24			cDNA and intragenic arrays	B.R.3

CO 2

LO 2: Describe the use of various tools for genome analysis and gene silencing studies.

25			Protein analysis	B.R.1
26			2-D electrophoresis of protein	B.R.1
27			Peptide fingerprinting	B.R.2
28			LC/MS-MS for identification of proteins and modified proteins	B.R.3
29	3	Proteomics and functional genomics and proteomics	SAGE	B.R.3
30			Analysis of microarray data	B.R.5
31			Protein and peptide based microarray technology	B.R.5
32			PISA	B.R.3
33			Structural proteomics	B.R.3.

CO1, 2

LO3: Discuss the field of proteomics, the methods used for protein study, and the potential benefits of proteomic research.

34	4	Introduction to intellectual property	Types of IP	B.R.6,7
35			Industrial design	B.R.6,7

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36		Traditional knowledge	B.R.6,7
37		Protection of GMOs	B.R.6,7
38		IP as a factor in R & D	B.R.6,7
39		Case studies of IP in biotechnology	B.R.6,7
40		Types of patent application	B.R.6,7
41		Patent databases	B.R.6,7

CO3

LO4 : Compare and contrast the different forms of intellectual property protection in terms of their key differences and similarities.

42		Introduction and historical background	B.R.6,7
43		Introduction to biological safety cabinets	B.R.6,7
44		Primary containment for biohazards	B.R.6,7
45	5	Biosafety levels of specific microorganisms	B.R.6,7
46		Recommended safety levels for infectious agents and infected animals	B.R.6,7
47		Biosafety guidelines	B.R.6,7
48		Role of various committees for GMO application in food and agriculture	B.R.6,7

CO 4

LO5 : Describe the fundamentals of biosafety, its different levels and role of Government of India in providing biosafety guidelines

VI: Book References:

- 1 Voet D, Voet JG & Pratt CW, Fundamentals of Biochemistry, 2nd Edition. Wiley 2006
- 2 Brown TA, Genomes, 3rd Edition. Garland Science 2006
- 3 Primrose S & Twyman R, Principles of Gene Manipulation and Genomics, 7th Edition, Blackwell, 2006.
- 4 Glick BR & Pasternak JJ, Molecular Biotechnology, 3rd Edition, ASM Press, 1998
- 5 J. Sambrook and D.W. Russel; Molecular Cloning: A Laboratory Manual, Vols 1-3, CSHL, 2001.
- 6 BD Singh, Biotechnology

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7 PK Gupta: Elements of biotechnology, Rastogi publications

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology PII			
M.Sc. Sem IV			
Goal : The students will develop the ability to understand differnts aspects genomics, proteomics, IPR and biosafety			
Objective: The objective of the course is to acquaint the students with basics of genomics, tools of genome analysis, gene silencing techniques, functional proteomics and genomics, IPR and biosafety.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basics of genomics, tools of genome analysis, gene silencing techniques, functional proteomics and genomics, IPR and biosafety	% Students having the basics of genomics, tools of genome analysis, gene silencing techniques, functional proteomics and genomics, IPR and biosafety	% Students having understanding about genomics and proteomics, IPR and biosafety	% Students Need More Efforts for understanding genomics, proteomics, IPR and biosafety

IX: Scheme of internal marks

Presentation/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

Programme Outcomes

B.Sc. UG Course (Biotechnology)

At the graduation in science faculty a student should have:

1. Acquired the knowledge with facts and figures related to various subjects in pure and applied sciences such as Biotechnology/Chemistry/Computer Science etc.
2. Understood the basic concepts, fundamental principles, and the scientific theories related to various scientific phenomena and their relevancies in the day-to-day life.
3. Acquired the skills in handling scientific instruments, planning and performing in laboratory experiments.
4. The skills of observations and drawing logical inferences from the scientific experiments.
5. Analyze the given chemical & biological data critically and systematically and the ability to elucidate, structure of chemical compounds and their biological significance.
6. Realized how development in chemistry, biotechnology and computer science help in the development of other science subjects and vice-versa and how interdisciplinary approach helps in providing better solutions & new ideas for sustainable development.
7. Realized that knowledge of subjects in other faculties such as humanities, performing arts, social sciences etc. can have greatly and effectively influence which inspires in evolving new scientific theories and inventions.
8. Developed various communication skills such as reading, listening, speaking, etc., which we will help in expressing ideas and views clearly and effectively.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper I: Cell Biology & Structure****Session: Aug - Feb****Class: B.Sc. I year BT-LS**

I: Objective of course: The students will learn the basic knowledge on cell and its components and their functions, cell theories, cell division and pathological conditions in cellular mechanisms of cell.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 To provide basic knowledge on cell – its theory & types in theory and practical.
- CO2 To understand the composition and structure of cell in details with practical experiments.
- CO3 To understand the various function of cell as well as cell division.
- CO4 To provide basic knowledge on certain pathophysiological conditions of cell.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	-	-	-
CO 2	3	3	1	3	3	-	-	-
CO 3	3	3	2	3	3	-	-	-
CO 4	3	3	-	-	-	1	-	-

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	I	Cell Structure and Theory	Introduction and concept of cell and types of cell	B.R. 2
2.			Salient features of early Cell theories	B.R. 2
3.			Salient features of modern Cell theories	B.R. 2

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4.			Structure of Prokaryotic cell	B.R. 1,2,3
5.			Properties of Archaeobacteria	B.R. 4
6.			Types and examples of Archaeobacteria	B.R. 4
7.			Concept of Eubacteria	B.R. 4
8.			Features of bacterial cell and its arrangement	B.R. 2, 7
9.			Properties and differences of Gram positive and Gram negative cells	B.R. 2, 7
10.			Structure of Eukaryotic cell	B.R. 2, 7
11.			Structure of Plant cell	B.R. 1,2,4
12.			Structure of Animal cell	B.R. 1,2,4
13.			Difference between Prokaryotic and Eukaryotic cells	B.R. 1,2,4
14.			Difference between Plant and Animal cells	B.R. 1,2,4
15.			Revision of unit	
CO: 1, 2				
LO 1 : To provide detailed understanding on various aspects of cell – its theory & various types of cell.				
16.	II	Structure & Function of cell	Structure and function of flagella and pili in bacterial cell	B.R. 2,3
17.			Structure and function of cell wall in bacterial cell	B.R. 2,3
18.			Structure and function of cytoplasmic membrane in bacterial cell	B.R. 2,3
19.			Structure and function of nuclear region in bacterial cell	B.R.

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				2,3
20.			Structure and function of mesosomes & ribosomes in bacterial cell	B.R. 2,3
21.			Structure and function of vacuoles & metachromatic granules in bacterial cell	B.R. 2,3
22.			Structure and function of spores and cysts in bacterial cell	B.R. 2,3,7
23.			Structure and function of cell wall in eukaryotic cell	B.R. 2,3
24.			Structure and function of cell membrane in eukaryotic cell	B.R. 2,3
25.			Structure and function of mitochondria in eukaryotic cell	B.R. 2,3
26.			Structure and function of chloroplast in eukaryotic cell	B.R. 2,3
27.			Structure and function of endoplasmic reticulum in eukaryotic cell	B.R. 2,3
28.			Structure and function of golgi bodies in eukaryotic cell	B.R. 2,3
29.			Structure and function of nucleus in eukaryotic cell	B.R. 2,3
30.			Structure and function of lysosome in eukaryotic cell	B.R. 2,3
31.			Structure and function of cytoskeleton in eukaryotic cell	B.R. 2,3
32.			Structure and function of centriole in eukaryotic cell	B.R. 2,3
33.			Revision of unit	

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO: 2****LO 2:** To increase understanding on internal composition and structure of prokaryotic and eukaryotic cells.

34.	III	Cell division & cellular mechanisms	Concept of cell cycle	B.R. 1,2,3
35.			Regulation of cell cycle	B.R. 1,2,3
36.			Cell division-mitosis and its significance	B.R. 1,2,3
37.			Cell division-meiosis I	B.R. 1,2,3
38.			Cell division-meiosis II	B.R. 1,2,3
39.			Significance and differences of mitosis & meiosis	B.R. 1,2,3
40.			Anomalies & associated diseases in cell division	B.R. 1,2,3,4
41.			Concept of cell synchrony	B.R. 4,8,9
42.			Methods & measurement of cell synchrony	B.R. 4,8,9
43.			Concept of cell locomotion and types	B.R. 1,2,3
44.			Mechanism of cell locomotion	B.R. 1,2,3
45.			Mechanism of cell locomotion continued	B.R. 1,2,3
46.			Cell differentiation- Cytoplasmic role	B.R. 1,2,3

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47.			Cell differentiation- Nuclear role	B.R. 1,2,3
48.			Revision of unit	
CO: 3				
LO 3: To provide knowledge on cell division and cell cycle and various function of cell like interaction, locomotion and differentiation.				
49.	IV	Transport process	Models of cell membrane	B.R.3,4, 5,6,
50.			Details of Fluid Mosaic model	B.R.3,4, 5,6,
51.			Functions of plasma membrane	B.R.3,4, 5,6,
52.			Membrane proteins & their properties	B.R.3,4, 5,6,
53.			Membrane carbohydrates & their roles	B.R.3,4, 5,6,
54.			Concept of transport across cell membrane	B.R.3,4, 5,6,
55.			Mechanism of simple diffusion	B.R.3,4, 5,6,
56.			Mechanism of passive diffusion	B.R.3,4, 5,6,
57.			Mechanism of osmosis	B.R.3,4, 5,6,
58.			Mechanism of passive transport	B.R.3,4, 5,6,
59.			Mechanism of active transport	B.R.3,4, 5,6,
60.			Mechanism of bulk transport	B.R.3,4, 5,6,

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61.			Mechanism of Phagocytosis & Pinocytosis	B.R.3,4,5,6
62.			Revision of unit	
63.			GD/Quiz/Test of current unit	
CO: 3				
LO 4: To enumerate in details the structure and transport processes across cell membranes.				
64.	V	Introduction to Necrosis, Senescence & Apoptosis	Introduction to Apoptosis and its causes	B.R. 4,8,9
65.			Etymology of Apoptosis	B.R. 4,8,9
66.			Mechanism of Apoptosis- Intrinsic pathway	B.R. 4,8,9
67.			Mechanism of Apoptosis- Extrinsic pathway	B.R. 4,8,9
68.			Regulation of apoptosis	B.R. 4,8,9
69.			Apoptosis in relation to cancer	B.R. 4,8,9
70.			Introduction to Necrosis and its causes	B.R. 4,8,9
71.			Types of Necrosis	B.R. 4,8,9
72.			Difference between Necrosis and Apoptosis	B.R. 4,8,9
73.			Introduction to Senescence	B.R. 4,8,9
74.			Characteristics of Senescence	B.R. 4,8,9
75.			Factors affecting Senescence	B.R. 4,8,9
76.			Evolutionary theories of aging	B.R. 4,8,9
77.			Cancer versus cellular Senescence	B.R. 4,8,9
78.			Revision of unit	
CO:3,4				
LO 5: To acquaint students on pathophysiology of cell like necrosis, apoptosis, cancer & senescence.				

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Cell and Molecular Biology, S.C Rastogi, 3rd edn, New Age International, 2007
2. Cell Biology, P.S. Verma & Agarwal, S Chand Publishers, 2016
3. Cell Biology, C.B. Powar, Himalaya Publishers, Student edn.
4. Cell and Molecular Biology, P.K.Gupta, 5th edn, Rastogi Publications
5. Molecular Biology of the Cell, Bruce Alberts, 3rd edn, 2002, W. W. Norton & Company
6. The Cell, Geoffrey M. Cooper, Sinauer Associates Inc.
7. Text book of Microbiology, R.C. Dubey & Maheswari, S Chand Publishers.
8. Biotechnology, U.Satyanarayan, Books & Allied Ltd

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper -I			
B.Sc. I Year			
Goal : Students develop thorough knowledge on cell & its types, its theories, components, reproduction, transport process, necrosis, apoptosis and senescence, cell interactions, cell locomotion & differentiation			
Objective: Students gain detailed understanding on cell, cytophysiological and cytopathological conditions.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having very good understanding of cell biology, cellular mechanisms and cytopathological conditions	% Students have basic understanding of cell biology, cellular mechanisms and cytopathological conditions	% Students having less understanding on cell biology & cellular mechanisms and need improvement	% Students need more efforts for developing basic concept of cell biology & cellular mechanisms and need more hard work

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

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DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August– February

Subject: Biotechnology Paper- II (Microbiology)

Class: B.Sc. I Year

I: Objective of Course: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

- | | |
|-----|--|
| CO1 | Gain basic knowledge about microbiology starting from history and classification of microorganisms |
| CO2 | Appreciate the biological diversity of microbial forms, and appreciate that this diversity results from evolutionary processes |
| CO3 | Learn and understand the concept of sterilization in microbiological techniques |
| CO4 | Apply appropriate microbiology laboratory techniques, methodologies, instruments and equipment in accordance with current laboratory safety protocol |

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	-	-	-	-	-	-
CO 2	2	2	-	-	2	-	-	-
CO 3	2	-	2	2	3	-	-	-
CO 4	1	-	3	-	2	1	-	-

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Introduction of Microbiology	History of microbiology	B.R. 2, 3
3			Spontaneous generation vs biogenesis	B.R. 2, 3
4			History of medical microbiology	B.R. 2, 3
5			Applications of microbiology	B.R. 4
6			Applications of microbiology	B.R. 4
7			Classification of organisms-2, 3, 4 kingdom classification	B.R. 2, 3
8			5, 6, 8 kingdom classification	B.R. 2, 3
9			3 domain classification	B.R. 2, 3
10			Characterization of organisms	B.R. 3
11			General methods of classifying bacteria, nomenclature	B.R.3
12			Bacterial identification-steps 1-3	B.R. 1
13			Bacterial identification steps 4-7	B.R.1
14			Bergey’s manual	B.R. 2
15			Bergey’s manual	B.R.2
CO 1				
LO 1: Describe history of microbiology and taxonomical classification of microbes.				
16	2	Structure and diversity of bacteria and viruses	Diversity of microorganisms, structure of viruses	B.R. 4
17			Nutritional classification of bacteria	B.R. 3
18			Macronutrients, Micronutrients	B.R. 2
19			Trace elements	B.R. 2
20			Growth factors	B.R. 2
21			Bacteriological media-types and classification	B.R. 2, 3

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22			Diversity of extremophiles	B.R. 1
23			Bacterial morphology	B.R. 6
24			Structure and function of cell membrane of bacteria and archaeobacteria	B.R.6
25			Structure and function of cell wall of bacteria and archaeobacteria; outer membrane	B.R.6
26			Capsule, slime layer, pili, fimbriae	B.R.6
27			Storage inclusions, gas vesicles	B.R.6
28			Endospore formation and structure	B.R.6
29			Structure of flagella	B.R.6
30			Cell organelles	B.R.6
CO 2				
LO 2: Have complete understanding of structure of bacteria, archaeobacteria and viruses				
31	3	Structure and diversity of other microorganisms and stains	Algae- occurrence, thallus	B.R. 4
32			Algae- cell structure	B.R.4
33			Algae- reproduction and lifecycles	B.R.4
34			Fungi- occurrence, thallus	B.R.4
35			Fungi- cell structure, reproduction	B.R.4
36			Protozoa- occurrence, ecology and importance of protozoa	B.R.3
37			Protozoa- morphology	B.R.3
38			Protozoa- reproduction	B.R.3
39			Mycoplasma- classification, structure and pathogenicity	B.R.4
40			Stains- meaning, structure and components	B.R.1
41			Classification of stains	B.R.1
42			Types of staining procedures	B.R.1

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43			Types of staining procedures	B.R.1
44			Algal and fungal stains	B.R.1
CO 2				
LO3 : Compare and contrast the characteristics of algae, fungi, protozoa and mycoplasma that differentiate them from each other and know different method of studying them				
45	4	Microbial growth and control of microorganisms	Mathematical expression of growth	B.R.1
46			Growth curve	B.R.1
47			Factors affecting growth- temperature, oxygen	B.R.1
48			Factors affecting growth- carbon dioxide, pH	B.R.1
49			Batch and continuous culture	B.R.1
50			Synchronous and diauxic growt	B.R.1
51			Quantification of microorganisms- number of cells	B.R.1
52			Quantification of microorganisms- cell mass and activity	B.R.1
53			Control of microorganisms- factors affecting antimicrobial activity	B.R.1
54			Mechanism of cell injury, physical methods of microbial control-temperature	B.R.1
55			Physical methods of microbial control- dessication, osmotic pressure, surface tension, radiations, filtration	B.R.1
56			Chemical methods of microbial control- acids, alkalis, halogens, heavy metals	B.R.1
57			Chemical methods of microbial control- phenol an its derivatives, detergents, quaternary ammonium salts, alcohols, dyes	B.R.1, 3
58			Evaluation of chemical disinfectants- tube dilution and agar diffusion test	B.R.1, 3
59	Evaluation of chemical disinfectants- phenol coefficient test	B.R.1,3		
CO 3				
LO4 : Describe bacterial growth mathematically and its quantification and explain methods of microbial control				

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60	5	Microbial metabolism	Concept of anabolism and catabolism	B.R. 2
61			Nitrogen fixation-general concept	B.R.2
62			Symbiotic nitrogen fixation	B.R.2
63			Types of nitrogen fixation	B.R.2
64			Mechanisms of nitrogen fixation	B.R.2
65			Nif genes and leghaemoglobin	B.R.2
66			Microbial diseases in plant	B.R.4
67			Microbial diseases in animals	B.R. 4
68			Design of fermentor	B.R. 2,3
69			Design of fermentor	B.R. 2,3
70			Microbes of industrial importance	B.R. 4
71			Microbes of industrial importance	B.R.4
72				
73				
CO 2				
LO 5: Role of microorganisms in nitrogen fixation, fermentation and diseases				

VI: Book References:

1. General microbiology: Powar and Dagainawala, Vol. II, Himalaya publishing House
2. Textbook of microbiology: RC Dubey and DK Maheshwari, S. Chand Publications
3. Microbiology: Pelczar, Chan Krieg, Mcgraw Hill Education (India) Private limited
4. A textbook of botany: Singh, Pandey and Jain, Rastogi Publications
5. Practical Microbiology: RC Dubey and DK Maheshwari, S. Chand Publications
6. Brock biology of microorganisms: Madigan, Martinko, Dunlap, Clark, Pearson International Edition

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VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper II			
B. Sc. I year			
Goal : The students will develop the ability to understand the general concept of microbiology and its techniques			
Objective: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having the basic of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having understanding about general microbiology	% Students Need More Efforts for general microbiology

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Foundation Paper III Entrepreneurship Development****Session: Aug – Feb****Class: B.Sc. I yr Biotechnology**

I: Objective of course: To enable the students to understand the meaning, functions of entrepreneur, role of regulatory institutions, problems and challenges faced by an entrepreneur.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 The students will be able to understand the concept of entrepreneurship and develop an entrepreneurial way of thinking that will help them in identifying and creating business opportunities that could be commercialized.
- CO2 The students will learn about writing a Project Proposal and they will be able to write a detailed Project Report.
- CO3 The students will gain an understanding of the roles played by various regulatory institutions and how to avail the benefit of various self-employment oriented schemes.
- CO4 The students will be able to recognize the various problems faced by entrepreneurs and they will be able to identify the personal and professional management skills that enable an entrepreneur to face challenges and overcome them.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1			2	2	2	2
CO 2	3	2	2	1	1	2	3	3
CO 3	1				1	2	3	3
CO 4	1		2		1	3	3	2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit 1		Definition and meaning of Entrepreneurship with examples	B.R. 1
2			Concept of of entrepreneurship	B.R. 1
3			Importance of Entrepreneurship	B.R. 1
4			Importance of entrepreneurship	B.R. 1
5			Importance of entrepreneurship	B.R. 1
6			Functions of Entrepreneur basic concept	B.R. 1
7			Types of functions Managerial	B.R. 1
8			Organizational functions	B.R. 1
9			Management functions	B.R. 1
10			Production functions	B.R. 1
11			Determination of Goals	B.R. 1
12			Target achieving	B.R. 1
13			Facing Challenges in achieving goal	B.R. 1
14			Steps of Problem Solving	B.R. 1
15			Steps of solving problems with few more examples	B.R. 1
CO 1				
LO 1: The students will be able to understand the concept and importance of Entrepreneurship and different functions of entrepreneurs. They will also be able to understand how to determine goals, how to face challenges and different steps of problem solving.				
16	Unit II		Project proposal definition meaning and concept	B.R. 1

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17			Preparation of project proposal	B.R. 1
18			Preparation of project proposal with example	B.R. 1
19			Nature of Organisation	B.R. 1
20			Sole proprietorship meaning characteristics	B.R. 1
21			Sole proprietorship Merits and demerits	B.R. 1
22			Partnership meaning and characteristics	B.R. 1
23			Merits and demerits of partnership	B.R. 1
24			Cooperative Committee meaning and characteristics	B.R. 1
25			Merits and demerits of Cooperative Committee	B.R. 1
26			Differences between the different organisations	B.R. 1
27			Production management concept and meaning	B.R. 1
28			Types of production management	B.R. 1
29			Marketing management	B.R. 1
30			Consumer management	B.R. 1

CO: 2

LO2 : The students will be able to understand the concept and importance of Entrepreneurship and different functions of entrepreneurs. They will also be able to understand how to determine goals, how to face challenges and different steps of problem solving.

31			Role of regulatory institutions	B.R. 1
32			Continued	B.R. 1
33			Continued	B.R. 1
34			Role of development	B.R. 1
35			Continued	B.R. 1
36			Continued	B.R. 1

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37		Self employment schemes	B.R. 1
38		Prime minister self employment schemes	B.R. 1
39		Rani durgawati	B.R. 1
40		Rani durgawati self employment schemes	B.R. 1
41		Pt deen dayal self employment schemes	B.R. 1
42		Khadi and village grant schemes	B.R. 1
43		Women development schemes	B.R. 1

CO3:

LO 3: The students will be able to understand the Role of Regulatory Institutions and Development Organizations in the development of entrepreneurship. They will also learn about various growth schemes and self-employment oriented schemes.

44	Unit -IV	Financial institutions and their role. Basic concept	B.R. 1
45		Functions of financial institutions	B.R. 1
46		Types of financial institutions	B.R. 1
47		IFCI roles objectives and functions	B.R. 1
48		ICICI, IDBI objectives functions	B.R. 1
49		SFC, LIC, HDFC objectives functions	B.R. 1
50		NABARD, RURAL BANKS objectives functions	B.R. 1
51		Capital estimation meaning and concept	B.R. 1
52		Ways of estimating the capital	B.R. 1
53		How to arrange the capital from outsource	B.R. 1
54		Cost and price determinations	B.R. 1
55		Continued	B.R. 1

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56			Quality estimation	B.R. 1
57			Accounting management: making of account books	B.R. 1
58			Maintainance of account books	B.R. 1
CO: 3				
LO4: The students will be able to understand the role of Financial Institutions in the development of entrepreneurship. They will also learn about various aspects of Financial Management for Project like Capital estimation, Cost and Price determination and Accounting.				
59			Problems relating Capital	B.R. 1
60			Continued	B.R. 1
61			Continued	B.R. 1
62			How to overcome the problems of Capital	B.R. 1
63			Continued	B.R. 1
64			Problems relating registration	B.R. 1
65			Continued	B.R. 1
66			Continued	B.R. 1
67			How to overcome the problems of registrations	B.R. 1
68			Continued	B.R. 1
69			Problems relating Administrations	B.R. 1
70			Continued	B.R. 1
71			Continued	B.R. 1
72			How to overcome the problems of administrations	B.R. 1
73			Continued	B.R. 1
CO: 4				

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LO 5: The students will be able to understand the various problems faced by entrepreneurs like Problem related to Capital, Registration, Administration etc. and they will also learn how to overcome them.

VI: Book References:

- 1. Foundation Course: Entrepreneurship Development: Dr Rajive Sharma and Dr Vipul Patel, Yash Raj Publications**

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Entrepreneurship Development Paper -III			
B.Sc. I Year			
Goal : Students will be able to set up their own enterprise, prepare their project proposal, understands role of regulatory institutions and come to know about the challenges faced in setting the enterprise.			
Objective: Students gain understanding of different functions, management skills ,of entrepreneur. They also understands the production, marketing and problems related at these level.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management. Roles of institutions and entrepreneurs.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of problems.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August – February

Subject: Biotechnology **Paper-I** (Biophysics and Biochemistry)

Class: B.Sc. II Year

I: Objective of Course: To impart knowledge about Biophysical techniques and biomolecules to students.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

CO-1 Student must have the clear concept of relationship among all forms of energy.

CO-2 Student must know the importance of biochemistry including role of water, acids, bases and buffers in life.

CO-3 Students know varieties of biocatalysts.

CO-4 Student acquires skills of drawing logical conclusions from observations taken with the help of scientific instruments.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	-	-	-	-	-	-
CO 2	2	2	-	-	-	-	-	-
CO 3	-	2	-	-	-	-	-	-
CO 4	-	-	3	3	-	-	-	-

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Lecture No.	Unit No.	Unit Name	Topic	Reference
1.	First	Thermodynamics	Introduction of thermodynamics	B.R. 1
2.			Thermodynamic systems	B.R. 1
3.			Equilibrium	B.R. 1
4.			First law of Thermodynamics and its applications	B.R. 1
5.			Second law of Thermodynamics and its applications	B.R. 1
6.			Third law of Thermodynamics and its applications	B.R. 1
7.			Fourth law of Thermodynamics and its applications	B.R. 1
8.			Zeroth law of Thermodynamics and its applications	B.R. 1
9.			Different types of processes	B.R. 1
10.			Thermodynamic variable	B.R. 1
11.			Entropy	B.R. 1
12.			Thermodynamic potentials and relations	B.R. 1
13.			Thermodynamic potentials and relations	B.R. 1
14.			Maxwell’s Equations	B.R. 1
15.			Fundamental Equation of Heat.	B.R. 1
CO-I	CO- No. 1			
LO-I	LO- To learn relationships among all forms of energy.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
16.	Second	General Biophysical Methods	Measurement of pH	B.R. 2
17.			Radioactive labeling & counting	B.R. 2
18.			Radioactive labeling & counting	B.R. 2
19.			Autoradiography	B.R. 2
20.			Diffusion	B.R. 2
21.			Sedimentation	B.R. 2
22.			Osmosis	B.R. 2
23.			Viscosity	B.R. 2
24.			Applications of biophysical methods in biology	B.R. 2
25.			Bragg’s equation	B.R. 2
26.			Reciprocal lattice	B.R. 2
27.			Miller Indices	B.R. 2
28.			Unit cell	B.R. 2
29.			Concept of different crystal structure	B.R. 2
30.			Determination of crystal structure	B.R. 2
CO-I	CO- No. 2			
LO-2	LO- To learn biophysical techniques.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
31.	Third	Fundamentals of Biochemistry	Biochemistry as a logic of living beings	B.R. 3
32.			Axioms of living matter	B.R. 3
33.			General view of major organic compound in animate objects	B.R. 3
34.			Chemical elements	B.R. 3
35.			Structure of atoms	B.R. 3
36.			Molecules and chemical bands	B.R. 3
37.			Ionic and covalent bond	B.R. 3
38.			Co-ordinate bonds	B.R. 3
39.			Co-ordinate bonds	B.R. 3
40.			Hydrogen bonds	B.R. 3
41.			Structure of water	B.R. 3
42.			Properties of water	B.R. 3
43.			Water as universal solvent	B.R. 3
44.			Acids, bases and salts	B.R. 3
45.			pH and buffers	B.R. 3
CO-I	CO- No. 2			
LO-3	LO- To learn about animate and inanimate objects, chemical elements, bonding among them, water and buffers.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
46.	Fourth	Biomolecules	Introduction to Biomolecules	B.R. 4
47.			Introduction and occurrence of carbohydrates	B.R. 4
48.			Classification and properties of carbohydrates	B.R. 4
49.			Importance of carbohydrates	B.R. 4
50.			Introduction and occurrence of lipids	B.R. 4
51.			Classification and properties of lipids	B.R. 4
52.			Importance of lipids	B.R. 4
53.			Introduction and occurrences of proteins	B.R. 4
54.			Classification and properties of proteins	B.R. 4
55.			Importance of proteins	B.R. 4
56.			Introduction and occurrences of nucleic acids	B.R. 4
57.			Classification and properties of DNAs	B.R. 4
58.			Classification and properties of RNAs	B.R. 4
59.			Importance of DNAs	B.R. 4
60.			Importance of RNAs	B.R. 4
CO-I	CO- No. 2			
LO-4	LO- To learn structure, function and biological significance of biomolecules.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
61.	Fifth	Enzymes	Structure of Enzymes	B.R. 4
62.			Classification of Enzymes	B.R. 4
63.			Functions of Enzymes	B.R. 4
64.			Active site	B.R. 4
65.			Activation energy	B.R. 4
66.			Transition state hypothesis	B.R. 4
67.			Lock and key hypothesis	B.R. 4
68.			Concept of km Michaelis-Menten equation	B.R. 4
69.			Various types of enzyme in inhibitions	B.R. 4
70.			Identification of inhibitor type with LB plot	B.R. 4
71.			Allosteric enzymes	B.R. 4
72.			Definition of holo enzyme, apo enzyme	B.R. 4
73.			Definition of coenzymes, cofactor	B.R. 4
74.			Definition of prosthetic group, ribozyme	B.R. 4
75.			Definition of isozymes and abzymes	B.R. 4
CO-I	CO- No. 3			
LO-5	LO- To learn working of biocatalysts, ribozymes, and abzymes.			

VI: Book References:

1. Biophysics by Mohan P, Arora. Himalaya Publishing House
2. Biophysics by Pattabh & Gautham. Alpha Science International.
3. Text book of Biochemistry By S.P. Singh. CBS Publishers and distributors.
4. Fundamentals of Biochemistry By J.L. Jain. S.Chand.

DEPARTMENT OF BIOTECHNOLOGY**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-I (Biophysics and Biochemistry)			
B.Sc. II Year			
Goal – Student develops ability to understand biomolecules and their assessment.			
Objective- To impart knowledge about Biophysical techniques and biomolecules to students.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the perfect knowledge of molecules and tools of the subject.	% Students studied well, more efforts are required for perfection.	% Students having even lesser interest in the subject.	% Students Need More Efforts for the subject.

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

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DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August – February

Subject: Biotechnology Paper-II: (Bioinstrumentation, Biostatistics & Bioinformatics)

Class: B.Sc. II Year

I: Objective of Course: To impart knowledge about bioinstruments, biostatistics and bioinformatics to students.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

CO-1 Student knows different techniques to measure macromolecules.

CO-2 Student knows basics of statistics and computers along with biological databases.

CO-3 Develop the skills to present ideas effectively and efficiently.

CO-4 Student learns to perform and analyze laboratory experiments.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	-	2	-	-	-	-	-
CO 2	-	-	-	1	-	2	-	-
CO 3	-	-	-	-	-	-	-	3
CO 4	-	-	2	-	-	-	-	-

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Lecture No.	Unit No.	Unit Name	Topic	Reference
1.	First	Microscopy	Light	B.R. 1
2.			Phase Contrast	B.R. 1
3.			Fluorescence	B.R. 1
4.			Electron microscopy	B.R. 1
5.			Electron microscopy	B.R. 1
6.		Centrifugation	Electron microscopy	B.R. 1
7.			Principle of centrifugation	B.R. 1
8.			Principle of centrifugation	B.R. 1
9.			Types of centrifuges	B.R. 1
10.			Types of centrifuges	B.R. 1
11.			Varieties of rotors	B.R. 1
12.			Ultracentrifugation	B.R. 1
13.			Differential centrifugation	B.R. 1
14.			Density gradient	B.R. 1
15.			Applications of centrifugation	B.R. 1
CO-I				
LO-I	To learn principles of microscopy and centrifugation.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
16.	Second	Chromatography	Introduction to chromatography	B.R. 1
17.			Principle of chromatography	B.R. 1
18.			Applications of chromatography	B.R. 1
19.			Column chromatography	B.R. 1
20.			Gel filtration chromatography	B.R. 1
21.			Ion-exchange, Affinity chromatography	B.R. 1
22.		Electrophoresis	Principle of electrophoresis	B.R. 1
23.			Applications of electrophoresis	B.R. 1
24.			Agarose Gel	B.R. 1
25.			Immunoelectrophoresis	B.R. 1
26.			Blotting – principle	B.R. 1
27.			Southern Blotting	B.R. 1
28.			Western Blotting	B.R. 1
29.			Northern Blotting	B.R. 1
30.			Application of Blotting	B.R. 1
CO-I				
LO-2	To learn the concept of chromatography and electrophoresis.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
31.	Third	Photometry	Colorimetry – principle	B.R. 1
32.			Application of colorimeter	B.R. 1
33.			Parts of colorimeter	B.R. 1
34.			Principle of spectrophotometer	B.R. 1
35.			Difference between colorimeter and spectrophotometer	B.R. 1
36.			Instrumentation of spectrophotometer	B.R. 1
37.			Applications of spectrophotometer	B.R. 1
38.		Radioactivity measurements	Radio activity and heavy isotopes	B.R. 1
39.			Radioactive labeling	B.R. 1
40.			Non radioactive labeling	B.R. 1
41.			Half life of radio activity	B.R. 1
42.			Geiger Muller counter	B.R. 1
43.			Scintillation counter	B.R. 1
44.			Autoradiography	B.R. 1
45.			Application of radio activity	B.R. 1
CO-I				
LO-3	To learn colorimetry and radioactive techniques.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
46.	Fourth	Biostatistics	Introduction of Biostatistics	B.R. 2
47.			Scope of Biostatistics	B.R. 2
48.			Use of statistic collection	B.R. 2
49.			Classification of data	B.R. 2
50.			Data summarization	B.R. 2
51.			Presentation of data	B.R. 2
52.			Arithmetic mean, median	B.R. 2
53.			Standard deviation	B.R. 2
54.			Probability definition	B.R. 2
55.			Random Variable	B.R. 2
56.			Distribution of random variable	B.R. 2
57.			Distribution of random variable	B.R. 2
58.			Distribution of random variable	B.R. 2
59.			Binomial Probability and distribution	B.R. 2
60.			Binomial Probability and distribution	B.R. 2
CO-2				
LO-4	To learn the concept of sampling from population and applying results on the population.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
61.	Fifth	Computers	General Introduction of computer	
62.			Characteristics of computer	
63.			Hardware organization	
64.			Hardware organization	
65.			Software organization	
66.			Low level language & Internet Application	
67.		Basic Bioinformatics	Introduction to Internet	
68.			Introduction to Internet	
69.			Search engines	
70.			Google	
71.			Yahoo and Entrez etc	
72.		Biological Databases	Introduction to biological databases	
73.			EMBL, DDBJ, Gen bank	
74.			PROSITE, PRINTS, Pfam, BLOCK etc.	
75.			Specialized databases - KEGG, file formats and PDB	
CO-2,3,4				
LO-5	To learn the basic concepts of computers, internet and storage of biological data in databases.			

VI: Book References:

1. Bioinstrumentation by L. Veera Kumari, MJP Publishers
2. Statistical Methods by S. P. Gupta, S.Chand Publishers
3. Basic Bioinformatics by S. Ignacimuthu, Alpha Science International Ltd.
4. Basics of bioinformatics by Sumati Hajela, Yashraj publications.

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5. Concepts in bioinformatics by Sumati Hajela, Yashraj Publications.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-II (Bioinstrumentation, Biostatistics & Bioinformatics)			
B.Sc. II Year			
Goal – Student develops ability to understand biomolecules and their assessment.			
Objective - To impart knowledge about bioinstruments, biostats and bioinformatics to students.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the perfect knowledge of tools and techniques of the subject.	% Students studied well , more efforts are required for perfection.	% Students having even lesser knowledge and interest in the subject.	% Students Need More Efforts for the subject to do better.

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total 100	Final total out of 10
50	50		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper III Foundation course Environmental Sciences****Session: Aug – Feb****Class: B.Sc. II yr Biotechnology/ Life Sciences**

I: Objective of course: To enable the students to understand the importance, awareness of environment and regulations laws of pollution, cleanliness.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 Understand the natural environment as a system and how human enterprise affects that system.
- CO2 An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.
- CO3 Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco-friendly power sources and political ecology.
- CO4 Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3		-		2	2	1
CO 2		1		2		2	2	1
CO 3		3	2	2	2	3	1	
CO 4	2		1	1	2	2	3	2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit 1		Definition and meaning of environment with examples	B.R. 1,2
2			Importance of environment	B.R. 1,2
3			Public participation for environment	B.R. 1,2
4			Public awareness for environment	B.R. 1,2
5			Introduction of ecology	B.R. 1,2
6			Ecology definition and concept	B.R. 1,2
7			Components of ecosysytem	B.R. 1,2
8			Components of ecosystem biotic	B.R. 1,2
9			Structure and function of ecosystem	B.R. 1,2
10			Continued	B.R. 1,2
11			Food chain and types of food chain in an ecosystem	B.R. 1,2
12			Food web	B.R. 1,2
13			Energy flow model	B.R. 1,2
14			Ecological Pyramids types	B.R. 1,2
15			Continued	B.R. 1,2
CO : 1				
LO 1: To understand the concepts of Environment and Ecology.				
16	Unit II		Air pollution causes and effects	B.R. 1
17			Preventive measures for air pollution	B.R. 1
18			Water pollution causes and effects	B.R. 1
19			Prevention of water pollution	B.R. 1
20			Noise pollution causes, effects and prevention	B.R. 1

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21			Causes effects and prevention of heat pollution	B.R. 1
22			Causes effects and prevention of Nuclear pollution	B.R. 1
23			Population growth	B.R. 1
24			Disparities between the countries with regard to population	B.R. 1
25			Population explosion, meaning and concept	B.R. 1
26			Family welfare programme	B.R. 1
27			Different schemes run by govt and non govt organizations	B.R. 1
28			Environment and human health	B.R. 1
29			Cleanliness practices followed and its importance	B.R. 1
30			Disposal of domestic waste	B.R. 1

CO: 2

LO 2: To develop the knowledge of Environmental Pollution, population and Clean India mission.

31			Water resources	B.R. 1
32			Dams its importance	B.R. 1
33			Forest resources	B.R. 1
1,234			Conservation of forest resource	B.R. 1
35			Land resources, its utility, importance	B.R. 1
36			Types of soils	B.R. 1
37			Conservation of these soils	B.R. 1
38			Food resources, different ways	B.R. 1
39			Agriculture , orchards,	B.R. 1
40			Sea food, animal source	B.R. 1

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41			Conservation of these sources	B.R. 1
42			Energy sources, types	B.R. 1
43			Conservation of these sources of energy	B.R. 1
CO: 3				
LO3: To analysis the Problems of Natural Resources and method of its Conservation				
44	Unit IV		Introduction of biodiversity	B.R. 1
45			Various ways of biodiversity, importance	B.R. 1
46			Genetic biodiversity	B.R. 1
47			Species biodiversity with examples	B.R. 1
48			Ecosystem biodiversity	B.R. 1
1,249			Biotic components of ecosystem	B.R. 1
50			Value of biodiversity concept and importance	B.R. 1
51			Consumable use, productive use	B.R. 1
52			Social and moral values	B.R. 1
53			Asthetic value of biodiversity	B.R. 1
54			India as a nation of mega biodiversity	B.R. 1
55			Biodiversity at a national level	B.R. 1
56			Biodiversity at local level	B.R. 1
57			Threat to biodiversity	B.R. 1
58			Loss of habitat, poaching of wild life	B.R. 1
CO: 3				
LO 4: Help to give proper idea of Bio -diversity and its protection.				

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59	Unit V		Disaster management concept and meaning	B.R. 1
60			Flood occurrence, causes effects and preventive measures	B.R. 1
61			Cyclones occurrence, causes effects	B.R. 1
62			Preventive measures of cyclone	B.R. 1
63			Landslides occurrence, causes effects	B.R. 1
64			Preventive measures	B.R. 1
65			Earthquake causes, measurement, effects	B.R. 1
66			Preventive measures taken	B.R. 1
67			Conservation of laws of air pollution state level	B.R. 1
68			Conservation of air pollution laws at district level	B.R. 1
69			Conservation of laws of water pollution state level	B.R. 1
70			Conservation of water pollution laws at district level	B.R. 1
71			Wild life conservation laws at state level	B.R. 1
72			Role of IT in protecting environment	B.R. 1
73			Role of IT in protecting human health	B.R. 1
CO: 4				
LO 5: To acquaint the students about the Disaster management and Environment conservation laws.				

VI: Book References:

1. Environmental studies : Dr DD Mishra, S. Chand Publication
2. Environmental studies : Dr Asthana, S. Chand Publication
3. Ecology and Environment: P D Sharma , Rastogi Publication

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject:			
Goal : Students will be able to gain the knowledge of pollution, biodiversity, harness eco friendly power sources, and disposal domestic waste.			
Objective: Students gain understanding of different pollution effects and try to harness sustainable development and ecofriendly practices. Also try to understand the biodiversity values and laws regulating control of mal practices.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of ecology, pollution, biodiversity and laws regulating the environment.	% Students having the basic concept of pollution resources and biodiversity..	% Students having understanding about pollution and ecology	% Students Need More Efforts for Solution and Basic Concept of environment.

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper : Immunology & Animal biotechnology****Class: B.SC III(Biotechnology) semV****Session: Aug -Dec.****I: Objective of course:-** To develop basic understanding of microbiology , immune system and response of body against pathogens .

-To introduce students about animal tissue culture and its applications.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks**III: Course Outcomes (CO):**

CO1	To develop understanding about normal micro flora of human body and disease causing micro organisms.
CO2	To develop knowledge related to pathogenesis by pathogens and immune response of body to overcome them and various antigen antibody interactions
CO3	To understand animal cell culture technique with regard to its requirements, applications and advantages.
CO4	To make students aware about transgenic biology

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	3	3	2	3	1	1	-	-
CO 1	3	3	2	3	1	1	-	-
CO 2	2	2	2	3	1	1	-	-
CO 3	2	2	2	3	1	1	-	-
CO 4	3	3	2	3	1	1	-	-

B.Sc. Biotechnology V Semester**Subject: Immunology & animal biotechnology**

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Basic Understanding Of Microbiology	Structure and classification of bacteria	B.R.5
2			Structure and classification of bacteria	B.R.5
3			Staining Techniques	B.R.5
4			Staining Techniques	B.R.5
5			Plasmids and its types	B.R.3
6			Plasmids and its types	B.R.3
7			Identification and Classification of plasmids	B.R.4,5,6
8			Identification and Classification of plasmids	B.R.4,5,6
9			Modes of reproduction in bacteria	B.R.5
10			Modes of reproduction in bacteria	B.R.5
11			Modes of reproduction in bacteria	B.R.5
12			General characteristics of viruses	B.R.5
13			Classification of viruses	B.R.5
14			Classification of viruses	B.R.5
15			Replication of Bacteriophages	B.R. 5
16			Replication of Bacteriophages	B.R. 5
17			Replication of Bacteriophages	B.R. 5
18			Growth of Bacterial phases	B.R.5
19			Measurements of Bacterial growth	B.R.5
20			Measurements of Bacterial growth	B.R.5
21			Measurements of Bacterial growth	B.R.5
CO 1 &2				

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LO1 : To impart knowledge among students about various types of microorganisms in context to their classification, structure, growth pattern and its measurement.

22	Unit 2	Introduction to Fermentation Technology	Design of typical fermentor	B.R4,6
23			Design of typical fermentor	B.R4,6
24			Control of fermentation Parameters	B.R4,6
25			Control of fermentation Parameters	B.R4,6
26			Major type of fermentation process	B.R4,6
27			Major type of fermentation process	B .R4,6
28			Production of ethyl alcohol	B .R4,6
29			Production of penicillin	B.R4,6
30			Production of penicillin	B.R4,6

C0:3

LO:2 To make students aware about industrial microbiology and production processes of various economical important metabolites of microbes.

31	UNIT 3	Immunology type of immunity	Various type of immunity	B R 1,2
32			Various type of immunity	B R 1,2
33			Various type of immunity	B R 1,2
34			Primary and secondary immune response	B R1,2
35			Primary and secondary immune response	B R 1,2
36			Humoral and cell mediated immunity	B R 1,2
37			Humoral and cell mediated immunity	B R1,2

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38			Cell of immunity system	B R1,2
39			Cell of immunity system	B R1,2
40			Organ of immune system	B R1,2
41			Organ of immune system	B R1,2
42				
43				
CO 1&2				
LO3 : To introduce basic concepts about immune system and pathogens among students.				
44	UNIT 4	Immunology : Antigen and their reactions with antibody	Antigen : its type ,haptenes , epitopes	B R1,2
45			Antigen : its type ,haptenes , epitopes	B R1,2
46			Structure of antibody	B R1,2
47			Structure of antibody	B R1,2
48			Properties of antibody	B R1,2
49			Function of immunoglobulins	B R1,2
50			Function of immunoglobulins	B R1,2
51			Function of immunoglobulins	B R1,2
52			Antigen and antibody reaction	B R1,2
53			Precipitation reactions	B R1,2
54			Precipitation reactions	B R1,2
55			Agglutination reaction	B R1,2
56			Agglutination reaction	B R1,2
57			ELISA technique and type	B R1,2
58			ELISA technique and type	B R1,2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO2**

LO4 : To make students aware about various types of antigen and antibody reactions and their applications in various fields.

59	Unit5	Transfection biology and culture techniques of animal cell.	ELISA technique and type	B R1,2
60			ODD – Ouchterlony's double diffusion	B R1,2
61			Radial immunodiffusion	B R1,2
62			Concept about vaccines	B R2,4
63			Type of vaccines	B R2,4
64			Basic of animal cell culture	B R6,4
65			Different type of media	B R6,4
66			Initiation of culture	B R6,4
67			Secondary culture method	B R6,4
68			Different type of cell lines	B R6,4
69			Growth curve of cells in culture	B R6,4
70			Methods of transfection of cell	B R6,4
71			HAT selection method for hybrids and markers	B R6,4
72			Antibiotic resistance concept	B R6,4
73			Study of expression of clone protein in animal cells and tissues	B R6,4
74			Concept and application of system cell	B R6,4
75			Concept and application of system cell	B R6,4

CO 3&4

LO5 : To introduce basic knowledge about transfection biology and techniques used for animal cell culture.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Immunology Author – J.Kuly. W.H. Freeman
2. Lecture notes in immunology – IR Todd. Wily Blackwell
3. Microbial genetics Author- Frcifelder. Greth Stevens publishing
4. Biotechnology Author-U.Satyanarayan. Books and Allied Ltd.
5. Microbiology Author-Pelczar. MC Graw Hill Education
6. Animal biotechnology Author-Ranga MM. Agro bios Ltd.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5.. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject:			
Goal : To develop basic concept of immune response , microbiology and animal tissue culture among students.			
Objective: To make students learn about antigen antibody , normal microflora , pathogen, animal tissue culture technique and applications.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of immunology, microbiology, and animal tissue culture and further to develop research accumen related to these fields.	% Students having the basic concept of immunology, microbiology, and animal tissue culture and to become competent to get placed in work field.	% Students having understanding about immunology , microbiology , animal tissue culture.	% Students Need More efforts to understand concept of immunology , microbiology , animal tissue culture

IX: Scheme of internal marks

B.Sc. Biotechnology V Semester
Subject: Immunology & animal biotechnology

DEPARTMENT OF BIOTECHNOLOGY, INDORE

Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper: Plant And Environmental Biotechnology****Session: Aug - Dec****Class: B.Sc. VI Sem****I: Objective of course:**

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 15 marks will have 15 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 4 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks

III: Course Outcomes (CO):

- CO1 To develop fundamental knowledge in plant biotechnology and its practical application in laboratory and agricultural field.
- CO2 To develop skills on genetic manipulation in plant.
- CO3 To develop knowledge and skills on various aspects of environmental biotechnology and its applications to protect environment.
- CO4 To expose students on potential careers in various field of biotechnology

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	-	3	-	-	-
CO 2	2	2	3	1	3	-	-	-
CO 3	3	3	-	-	3	2	-	-
CO 4	1	-	-	-	-	2	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Introduction to Plant Tissue culture	Introduction to Plant Tissue culture (PTC)	B.R.1,2,3,4
2			History of Plant Tissue culture (PTC)	B.R.1,2,3,4
3			Requirements of PTC	B.R.1,2,3,4
4			Media-types, composition, preparation	B.R.1,2,3,4
5			Explant selection, sterilization of samples and laboratory	B.R.1,2,3,4
6			Growth regulators-types and uses	B.R.1,2,3,4
7			Types of PTC-Concept and process of Callus culture	B.R.1,2,3,4
8			Selection & maintenance of callus	B.R.1,2,3,4
9			Concept of Single cell culture	B.R.1,2,3,4

CO: 1, 4**LO 1 :** General introduction on the concept of plant tissue culture.

10	II	Techniques in Plant Tissue Culture	Concept & application of Micropropagation	B.R.1,2,3,4
11			Concept & application of Organogenesis	B.R.1,2,3,4
12			Concept & application of Somatic Embryogenesis	B.R.1,2,3,4
13			Concept & process of Anther culture	B.R.1,2,3,4
14			Concept & process of Ovary culture	B.R.1,2,3,4
15			Production of haploid & their uses	B.R.1,2,3,4
16			Cytodifferentiation	B.R.4
17			in vitro pollination	B.R.4
18			in vitro fertilization	B.R.4

CO: 1,4**LO 2 :** To understand different types of plant tissue culture and its techniques.

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19	III	Plant Biotechnology	Concept & process of Protoplast technology	B.R.1,2,3,4
20			Concept & process of Protoplast fusion	B.R.1,2,3,4
21			Concept & process of Somatic hybridization	B.R.1,2,3,4
22			Concept of Cybrids, markers for selection of hybrid cell	B.R.1,2,3,4
23			Introduction to transgenic plants	B.R.1,2,3,4
24			Introduction to Agrobacterium species	B.R.1,2,3,4
25			Genetic manipulation of plants	B.R.1,2,3,4
26			Concept of transfection methods	B.R.1,2,3,4
27.			Advantages of transgenic plants	B.R.1,2,3,4

CO: 1,2, 4**LO 3 :** To developed knowledge on protoplast culture, transgenic plants and transfection methods.

28	IV	Environmental Biotechnolgy	Concept on conventional fuels & impact on environment	B.R. 5,6
29			Concept on modern fuels & impact on environment	B.R. 5,6
30			Comparison on different fuels & recent aspects	B.R. 5,6
31			Concept on Plant based petroleum industry	B.R. 5,6
32			Cellulose degradation for combustible fuels & impact on environment	B.R. 5,6
33			Microbial leaching of copper & uranium	B.R. 5,6
34			Concept on Biorecovery of petroleum-MEOR	B.R. 5,6
35			Concept on bioremediation of petroleum products, leather, textile and paper	B.R. 5,6
36			Concept on biodeterioration	B.R. 5,6

CO: 3, 4**LO 4:** Detailed knowledge environmental biotechnology, various fuels and their environmental impact, bioremediation and biodeterioration.

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37	V	Applications in Environmental Biotechnology	Introduction to bacterial biopesticides	B.R. 5,6, 7
38			Introduction to fungal biopesticides	B.R. 5,6, 7
39			Concept on genetically modified crops	B.R. 5,6, 7
40			Concept on biofertilizers-nitrogen fixers & PSB	B.R. 5,6, 7
41			Concept on biofertilizers- Mycorrhiza & VAM	B.R. 5,6, 7
42			Concept on Biosensors & Biopolymers	B.R. 5,6, 7
43			Concept on biochips,biofilms, & bioplastics	B.R. 5,6, 7
44			Microorganisms as bioindicators	B.R. 5,6, 7
45			Concept on biological weapons & bioterrorism	B.R. 5,6, 7
CO: 3, 4				
LO 5 : To provide skills on agriculture biotechnology such as biopesticides, GMO, Biofertilizers etc.				

VI: Book References:

1. Methods In Plant Tissue Culture, U. Kumar, Agrobios (India), 2008.
2. Biotechnology, B.D. Singh, Kalyani Publishers, 2017
3. Plant Biotechnology, H.S. Chawla, 3rd Edition, Science Publisher, 2000
4. Plant Biotechnology, Purohit & Razdan, Intercept Ltd.
5. Text Book of Environmental Biotechnology, Mahapatra Pradeep TA
6. Environmental Biotechnology, S.K.Agrawal, A.P.H. Publishers, 1999
7. Tex book of Biotechnology, Anil Kumar, I.K. International Pvt. Ltd.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Plant and Environmental Biotechnology			
B.Sc. VI Semester			
Goal: Students develop the ability to perform plant tissue culture and increase knowledge on current trends environmental biotechnology. The topics include Plant Tissue Culture its techniques and types, transgenic plants and its process, fuels its types and degradation, microbial leaching, MEOR, bioremediation and biodeterioration, Biofertilizers and applications of biotechnology			
Objective: Students gain understanding on PTC both theoretically and practically to develop self entrepreneurial skills and confidence for future job perspective			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having very good understanding of Plant Tissue Culture, biotechnological engineering, concept and applications on environmental biotechnology	% Students have basic understanding of Plant Tissue Culture, biotechnological engineering and environmental biotechnology	% Students have less understanding about PTC and biotechnological engineering	% Students Need More Efforts and hard work for developing Basic Concept of PTC and biotechnological engineering.

IX: Scheme of internal marks

Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

Department of Biotechnology

IPS Academy, Indore

Programme Outcomes B.Sc. UG Course (Life Science)

At the graduation in science faculty a student should have:

1. Acquired the knowledge with facts and figures related to various subjects in pure and applied sciences such as Biotechnology/Life Science/Chemistry etc.
2. Understood the basic concepts, fundamental principles, and the scientific theories related to various scientific phenomena and their relevancies in the day-to-day life.
3. Acquired the skills in handling scientific instruments, planning and performing in laboratory experiments.
4. The skills of observations and drawing logical inferences from the scientific experiments.
5. Analyze the given chemical & biological data critically and systematically and the ability to elucidate, structure of chemical compounds and their biological significance.
6. Realized how development in chemistry, biotechnology and life science help in the development of other science subjects and vice-versa and how interdisciplinary approach helps in providing better solutions & new ideas for sustainable development.
7. Realized that knowledge of subjects in other faculties such as humanities, performing arts, social sciences etc. can have greatly and effectively influence which inspires in evolving new scientific theories and inventions.
8. Developed various communication skills such as reading, listening, speaking, etc., which we will help in expressing ideas and views clearly and effectively.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper I: Cell Biology & Structure****Session: Aug - Feb****Class: B.Sc. I year BT-LS**

I: Objective of course: The students will learn the basic knowledge on cell and its components and their functions, cell theories, cell division and pathological conditions in cellular mechanisms of cell.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 To provide basic knowledge on cell – its theory & types in theory and practical.
- CO2 To understand the composition and structure of cell in details with practical experiments.
- CO3 To understand the various function of cell as well as cell division.
- CO4 To provide basic knowledge on certain pathophysiological conditions of cell.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	-	-	-
CO 2	3	3	1	3	3	-	-	-
CO 3	3	3	2	3	3	-	-	-
CO 4	3	3	-	-	-	1	-	-

V: Session Plan:

Lecture no.	Unit no.	Unit Name	Topics	Reference
1.	I	Cell Structure and Theory	Introduction and concept of cell and types of cell	B.R. 2
2.			Salient features of early Cell theories	B.R. 2
3.			Salient features of modern Cell theories	B.R. 2

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4.			Structure of Prokaryotic cell	B.R. 1,2,3
5.			Properties of Archaeobacteria	B.R. 4
6.			Types and examples of Archaeobacteria	B.R. 4
7.			Concept of Eubacteria	B.R. 4
8.			Features of bacterial cell and its arrangement	B.R. 2, 7
9.			Properties and differences of Gram positive and Gram negative cells	B.R. 2, 7
10.			Structure of Eukaryotic cell	B.R. 2, 7
11.			Structure of Plant cell	B.R. 1,2,4
12.			Structure of Animal cell	B.R. 1,2,4
13.			Difference between Prokaryotic and Eukaryotic cells	B.R. 1,2,4
14.			Difference between Plant and Animal cells	B.R. 1,2,4
15.			Revision of unit	
CO: 1, 2				
LO 1 : To provide detailed understanding on various aspects of cell – its theory & various types of cell.				
16.	II	Structure & Function of cell	Structure and function of flagella and pili in bacterial cell	B.R. 2,3
17.			Structure and function of cell wall in bacterial cell	B.R. 2,3
18.			Structure and function of cytoplasmic membrane in bacterial cell	B.R. 2,3
19.			Structure and function of nuclear region in bacterial cell	B.R.

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				2,3
20.			Structure and function of mesosomes & ribosomes in bacterial cell	B.R. 2,3
21.			Structure and function of vacuoles & metachromatic granules in bacterial cell	B.R. 2,3
22.			Structure and function of spores and cysts in bacterial cell	B.R. 2,3,7
23.			Structure and function of cell wall in eukaryotic cell	B.R. 2,3
24.			Structure and function of cell membrane in eukaryotic cell	B.R. 2,3
25.			Structure and function of mitochondria in eukaryotic cell	B.R. 2,3
26.			Structure and function of chloroplast in eukaryotic cell	B.R. 2,3
27.			Structure and function of endoplasmic reticulum in eukaryotic cell	B.R. 2,3
28.			Structure and function of golgi bodies in eukaryotic cell	B.R. 2,3
29.			Structure and function of nucleus in eukaryotic cell	B.R. 2,3
30.			Structure and function of lysosome in eukaryotic cell	B.R. 2,3
31.			Structure and function of cytoskeleton in eukaryotic cell	B.R. 2,3
32.			Structure and function of centriole in eukaryotic cell	B.R. 2,3
33.			Revision of unit	

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO: 2****LO 2:** To increase understanding on internal composition and structure of prokaryotic and eukaryotic cells.

34.	III	Cell division & cellular mechanisms	Concept of cell cycle	B.R. 1,2,3
35.			Regulation of cell cycle	B.R. 1,2,3
36.			Cell division-mitosis and its significance	B.R. 1,2,3
37.			Cell division-meiosis I	B.R. 1,2,3
38.			Cell division-meiosis II	B.R. 1,2,3
39.			Significance and differences of mitosis & meiosis	B.R. 1,2,3
40.			Anomalies & associated diseases in cell division	B.R. 1,2,3,4
41.			Concept of cell synchrony	B.R. 4,8,9
42.			Methods & measurement of cell synchrony	B.R. 4,8,9
43.			Concept of cell locomotion and types	B.R. 1,2,3
44.			Mechanism of cell locomotion	B.R. 1,2,3
45.			Mechanism of cell locomotion continued	B.R. 1,2,3
46.			Cell differentiation- Cytoplasmic role	B.R. 1,2,3

DEPARTMENT OF BIOTECHNOLOGY, INDORE

47.			Cell differentiation- Nuclear role	B.R. 1,2,3
48.			Revision of unit	
CO: 3				
LO 3: To provide knowledge on cell division and cell cycle and various function of cell like interaction, locomotion and differentiation.				
49.	IV	Transport process	Models of cell membrane	B.R.3,4, 5,6,
50.			Details of Fluid Mosaic model	B.R.3,4, 5,6,
51.			Functions of plasma membrane	B.R.3,4, 5,6,
52.			Membrane proteins & their properties	B.R.3,4, 5,6,
53.			Membrane carbohydrates & their roles	B.R.3,4, 5,6,
54.			Concept of transport across cell membrane	B.R.3,4, 5,6,
55.			Mechanism of simple diffusion	B.R.3,4, 5,6,
56.			Mechanism of passive diffusion	B.R.3,4, 5,6,
57.			Mechanism of osmosis	B.R.3,4, 5,6,
58.			Mechanism of passive transport	B.R.3,4, 5,6,
59.			Mechanism of active transport	B.R.3,4, 5,6,
60.			Mechanism of bulk transport	B.R.3,4, 5,6,

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61.			Mechanism of Phagocytosis & Pinocytosis	B.R.3,4,5,6
62.			Revision of unit	
63.			GD/Quiz/Test of current unit	
CO: 3				
LO 4: To enumerate in details the structure and transport processes across cell membranes.				
64.	V	Introduction to Necrosis, Senescence & Apoptosis	Introduction to Apoptosis and its causes	B.R. 4,8,9
65.			Etymology of Apoptosis	B.R. 4,8,9
66.			Mechanism of Apoptosis- Intrinsic pathway	B.R. 4,8,9
67.			Mechanism of Apoptosis- Extrinsic pathway	B.R. 4,8,9
68.			Regulation of apoptosis	B.R. 4,8,9
69.			Apoptosis in relation to cancer	B.R. 4,8,9
70.			Introduction to Necrosis and its causes	B.R. 4,8,9
71.			Types of Necrosis	B.R. 4,8,9
72.			Difference between Necrosis and Apoptosis	B.R. 4,8,9
73.			Introduction to Senescence	B.R. 4,8,9
74.			Characteristics of Senescence	B.R. 4,8,9
75.			Factors affecting Senescence	B.R. 4,8,9
76.			Evolutionary theories of aging	B.R. 4,8,9
77.			Cancer versus cellular Senescence	B.R. 4,8,9
78.			Revision of unit	
CO:3,4				
LO 5: To acquaint students on pathophysiology of cell like necrosis, apoptosis, cancer & senescence.				

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Cell and Molecular Biology, S.C Rastogi, 3rd edn, New Age International, 2007
2. Cell Biology, P.S. Verma & Agarwal, S Chand Publishers, 2016
3. Cell Biology, C.B. Powar, Himalaya Publishers, Student edn.
4. Cell and Molecular Biology, P.K.Gupta, 5th edn, Rastogi Publications
5. Molecular Biology of the Cell, Bruce Alberts, 3rd edn, 2002, W. W. Norton & Company
6. The Cell, Geoffrey M. Cooper, Sinauer Associates Inc.
7. Text book of Microbiology, R.C. Dubey & Maheswari, S Chand Publishers.
8. Biotechnology, U.Satyanarayan, Books & Allied Ltd

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper -I			
B.Sc. I Year			
Goal : Students develop thorough knowledge on cell & its types, its theories, components, reproduction, transport process, necrosis, apoptosis and senescence, cell interactions, cell locomotion & differentiation			
Objective: Students gain detailed understanding on cell, cytophysiological and cytopathological conditions.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having very good understanding of cell biology, cellular mechanisms and cytopathological conditions	% Students have basic understanding of cell biology, cellular mechanisms and cytopathological conditions	% Students having less understanding on cell biology & cellular mechanisms and need improvement	% Students need more efforts for developing basic concept of cell biology & cellular mechanisms and need more hard work

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August– February

Subject: Biotechnology Paper- II (Microbiology)

Class: B.Sc. I Year

I: Objective of Course: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

- | | |
|-----|--|
| CO1 | Gain basic knowledge about microbiology starting from history and classification of microorganisms |
| CO2 | Appreciate the biological diversity of microbial forms, and appreciate that this diversity results from evolutionary processes |
| CO3 | Learn and understand the concept of sterilization in microbiological techniques |
| CO4 | Apply appropriate microbiology laboratory techniques, methodologies, instruments and equipment in accordance with current laboratory safety protocol |

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	-	-	-	-	-	-
CO 2	2	2	-	-	2	-	-	-
CO 3	2	-	2	2	3	-	-	-
CO 4	1	-	3	-	2	1	-	-

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	-
2	1	Introduction of Microbiology	History of microbiology	B.R. 2, 3
3			Spontaneous generation vs biogenesis	B.R. 2, 3
4			History of medical microbiology	B.R. 2, 3
5			Applications of microbiology	B.R. 4
6			Applications of microbiology	B.R. 4
7			Classification of organisms-2, 3, 4 kingdom classification	B.R. 2, 3
8			5, 6, 8 kingdom classification	B.R. 2, 3
9			3 domain classification	B.R. 2, 3
10			Characterization of organisms	B.R. 3
11			General methods of classifying bacteria, nomenclature	B.R.3
12			Bacterial identification-steps 1-3	B.R. 1
13			Bacterial identification steps 4-7	B.R.1
14			Bergey’s manual	B.R. 2
15			Bergey’s manual	B.R.2
CO 1				
LO 1: Describe history of microbiology and taxonomical classification of microbes.				
16	2	Structure and diversity of bacteria and viruses	Diversity of microorganisms, structure of viruses	B.R. 4
17			Nutritional classification of bacteria	B.R. 3
18			Macronutrients, Micronutrients	B.R. 2
19			Trace elements	B.R. 2
20			Growth factors	B.R. 2
21			Bacteriological media-types and classification	B.R. 2, 3

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22			Diversity of extremophiles	B.R. 1
23			Bacterial morphology	B.R. 6
24			Structure and function of cell membrane of bacteria and archaeobacteria	B.R.6
25			Structure and function of cell wall of bacteria and archaeobacteria; outer membrane	B.R.6
26			Capsule, slime layer, pili, fimbriae	B.R.6
27			Storage inclusions, gas vesicles	B.R.6
28			Endospore formation and structure	B.R.6
29			Structure of flagella	B.R.6
30			Cell organelles	B.R.6
CO 2				
LO 2: Have complete understanding of structure of bacteria, archaeobacteria and viruses				
31	3	Structure and diversity of other microorganisms and stains	Algae- occurrence, thallus	B.R. 4
32			Algae- cell structure	B.R.4
33			Algae- reproduction and lifecycles	B.R.4
34			Fungi- occurrence, thallus	B.R.4
35			Fungi- cell structure, reproduction	B.R.4
36			Protozoa- occurrence, ecology and importance of protozoa	B.R.3
37			Protozoa- morphology	B.R.3
38			Protozoa- reproduction	B.R.3
39			Mycoplasma- classification, structure and pathogenecity	B.R.4
40			Stains- meaning, structure and components	B.R.1
41			Classification of stains	B.R.1
42			Types of staining procedures	B.R.1

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43			Types of staining procedures	B.R.1
44			Algal and fungal stains	B.R.1
CO 2				
LO3 : Compare and contrast the characteristics of algae, fungi, protozoa and mycoplasma that differentiate them from each other and know different method of studying them				
45	4	Microbial growth and control of microorganisms	Mathematical expression of growth	B.R.1
46			Growth curve	B.R.1
47			Factors affecting growth- temperature, oxygen	B.R.1
48			Factors affecting growth- carbon dioxide, pH	B.R.1
49			Batch and continuous culture	B.R.1
50			Synchronous and diauxic growt	B.R.1
51			Quantification of microorganisms- number of cells	B.R.1
52			Quantification of microorganisms- cell mass and activity	B.R.1
53			Control of microorganisms- factors affecting antimicrobial activity	B.R.1
54			Mechanism of cell injury, physical methods of microbial control-temperature	B.R.1
55			Physical methods of microbial control- dessication, osmotic pressure, surface tension, radiations, filtration	B.R.1
56			Chemical methods of microbial control- acids, alkalis, halogens, heavy metals	B.R.1
57			Chemical methods of microbial control- phenol an its derivatives, detergents, quaternary ammonium salts, alcohols, dyes	B.R.1, 3
58			Evaluation of chemical disinfectants- tube dilution and agar diffusion test	B.R.1, 3
59	Evaluation of chemical disinfectants- phenol coefficient test	B.R.1,3		
CO 3				
LO4 : Describe bacterial growth mathematically and its quantification and explain methods of microbial control				

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60	5	Microbial metabolism	Concept of anabolism and catabolism	B.R. 2
61			Nitrogen fixation-general concept	B.R.2
62			Symbiotic nitrogen fixation	B.R.2
63			Types of nitrogen fixation	B.R.2
64			Mechanisms of nitrogen fixation	B.R.2
65			Nif genes and leghaemoglobin	B.R.2
66			Microbial diseases in plant	B.R.4
67			Microbial diseases in animals	B.R. 4
68			Design of fermentor	B.R. 2,3
69			Design of fermentor	B.R. 2,3
70			Microbes of industrial importance	B.R. 4
71			Microbes of industrial importance	B.R.4
72				
73				
CO 2				
LO 5: Role of microorganisms in nitrogen fixation, fermentation and diseases				

VI: Book References:

1. General microbiology: Powar and Dagainawala, Vol. II, Himalaya publishing House
2. Textbook of microbiology: RC Dubey and DK Maheshwari, S. Chand Publications
3. Microbiology: Pelczar, Chan Krieg, Mcgraw Hill Education (India) Private limited
4. A textbook of botany: Singh, Pandey and Jain, Rastogi Publications
5. Practical Microbiology: RC Dubey and DK Maheshwari, S. Chand Publications
6. Brock biology of microorganisms: Madigan, Martinko, Dunlap, Clark, Pearson International Edition

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VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

VIII Rubric for Internal Assessment			
Subject: Biotechnology Paper II			
B. Sc. I year			
Goal : The students will develop the ability to understand the general concept of microbiology and its techniques			
Objective: The objective of the course is to acquaint the students with structure and diversity of bacteria, viruses and other microorganisms and their role in the environment			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having the basic of Microbiology, structure and diversity of bacteria, viruses and other microorganisms and their role in the environment	% Students having understanding about general microbiology	% Students Need More Efforts for general microbiology

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Foundation Paper III Entrepreneurship Development****Session: Aug – Feb****Class: B.Sc. I yr Biotechnology**

I: Objective of course: To enable the students to understand the meaning, functions of entrepreneur, role of regulatory institutions, problems and challenges faced by an entrepreneur.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 The students will be able to understand the concept of entrepreneurship and develop an entrepreneurial way of thinking that will help them in identifying and creating business opportunities that could be commercialized.
- CO2 The students will learn about writing a Project Proposal and they will be able to write a detailed Project Report.
- CO3 The students will gain an understanding of the roles played by various regulatory institutions and how to avail the benefit of various self-employment oriented schemes.
- CO4 The students will be able to recognize the various problems faced by entrepreneurs and they will be able to identify the personal and professional management skills that enable an entrepreneur to face challenges and overcome them.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		1			2	2	2	2
CO 2	3	2	2	1	1	2	3	3
CO 3	1				1	2	3	3
CO 4	1		2		1	3	3	2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit 1		Definition and meaning of Entrepreneurship with examples	B.R. 1
2			Concept of of entrepreneurship	B.R. 1
3			Importance of Entrepreneurship	B.R. 1
4			Importance of entrepreneurship	B.R. 1
5			Importance of entrepreneurship	B.R. 1
6			Functions of Entrepreneur basic concept	B.R. 1
7			Types of functions Managerial	B.R. 1
8			Organizational functions	B.R. 1
9			Management functions	B.R. 1
10			Production functions	B.R. 1
11			Determination of Goals	B.R. 1
12			Target achieving	B.R. 1
13			Facing Challenges in achieving goal	B.R. 1
14			Steps of Problem Solving	B.R. 1
15			Steps of solving problems with few more examples	B.R. 1
CO 1				
LO 1: The students will be able to understand the concept and importance of Entrepreneurship and different functions of entrepreneurs. They will also be able to understand how to determine goals, how to face challenges and different steps of problem solving.				
16	Unit II		Project proposal definition meaning and concept	B.R. 1

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17			Preparation of project proposal	B.R. 1
18			Preparation of project proposal with example	B.R. 1
19			Nature of Organisation	B.R. 1
20			Sole proprietorship meaning characteristics	B.R. 1
21			Sole proprietorship Merits and demerits	B.R. 1
22			Partnership meaning and characteristics	B.R. 1
23			Merits and demerits of partnership	B.R. 1
24			Cooperative Committee meaning and characteristics	B.R. 1
25			Merits and demerits of Cooperative Committee	B.R. 1
26			Differences between the different organisations	B.R. 1
27			Production management concept and meaning	B.R. 1
28			Types of production management	B.R. 1
29			Marketing management	B.R. 1
30			Consumer management	B.R. 1

CO: 2

LO2 : The students will be able to understand the concept and importance of Entrepreneurship and different functions of entrepreneurs. They will also be able to understand how to determine goals, how to face challenges and different steps of problem solving.

31			Role of regulatory institutions	B.R. 1
32			Continued	B.R. 1
33			Continued	B.R. 1
34			Role of development	B.R. 1
35			Continued	B.R. 1
36			Continued	B.R. 1

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37		Self employment schemes	B.R. 1
38		Prime minister self employment schemes	B.R. 1
39		Rani durgawati	B.R. 1
40		Rani durgawati self employment schemes	B.R. 1
41		Pt deen dayal self employment schemes	B.R. 1
42		Khadi and village grant schemes	B.R. 1
43		Women development schemes	B.R. 1

CO3:

LO 3: The students will be able to understand the Role of Regulatory Institutions and Development Organizations in the development of entrepreneurship. They will also learn about various growth schemes and self-employment oriented schemes.

44	Unit -IV	Financial institutions and their role. Basic concept	B.R. 1
45		Functions of financial institutions	B.R. 1
46		Types of financial institutions	B.R. 1
47		IFCI roles objectives and functions	B.R. 1
48		ICICI, IDBI objectives functions	B.R. 1
49		SFC, LIC, HDFC objectives functions	B.R. 1
50		NABARD, RURAL BANKS objectives functions	B.R. 1
51		Capital estimation meaning and concept	B.R. 1
52		Ways of estimating the capital	B.R. 1
53		How to arrange the capital from outsource	B.R. 1
54		Cost and price determinations	B.R. 1
55		Continued	B.R. 1

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56			Quality estimation	B.R. 1
57			Accounting management: making of account books	B.R. 1
58			Maintainance of account books	B.R. 1
CO: 3				
LO4: The students will be able to understand the role of Financial Institutions in the development of entrepreneurship. They will also learn about various aspects of Financial Management for Project like Capital estimation, Cost and Price determination and Accounting.				
59			Problems relating Capital	B.R. 1
60			Continued	B.R. 1
61			Continued	B.R. 1
62			How to overcome the problems of Capital	B.R. 1
63			Continued	B.R. 1
64			Problems relating registration	B.R. 1
65			Continued	B.R. 1
66			Continued	B.R. 1
67			How to overcome the problems of registrations	B.R. 1
68			Continued	B.R. 1
69			Problems relating Administrations	B.R. 1
70			Continued	B.R. 1
71			Continued	B.R. 1
72			How to overcome the problems of administrations	B.R. 1
73			Continued	B.R. 1
CO: 4				

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LO 5: The students will be able to understand the various problems faced by entrepreneurs like Problem related to Capital, Registration, Administration etc. and they will also learn how to overcome them.

VI: Book References:

- 1. Foundation Course: Entrepreneurship Development: Dr Rajive Sharma and Dr Vipul Patel, Yash Raj Publications**

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Entrepreneurship Development Paper -III			
B.Sc. I Year			
Goal : Students will be able to set up their own enterprise, prepare their project proposal, understands role of regulatory institutions and come to know about the challenges faced in setting the enterprise.			
Objective: Students gain understanding of different functions, management skills ,of entrepreneur. They also understands the production, marketing and problems related at these level.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management. Roles of institutions and entrepreneurs.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of problems.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Life Science Paper-I: Introduction to Biochemistry, Cell Biology Plant & Animal Diversity****Session: Aug -Feb****Class: B.Sc. I year****I: Objective of course:**

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

- CO1 To acquaint students on biochemistry of complex molecules like carbohydrates, lipids, amino acids, vitamins, enzymes and nucleic acid with practical knowledge.
- CO2 To impart knowledge and complete understanding on cell and its functions with practical experiments.
- CO3 To impart knowledge on plant kingdom & its diversity with practical experiments.
- CO4 To impact knowledge on animal kingdom for a wider knowledge on life science.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	3	3	3	-	-
CO 2	3	3	1	3	3	2	-	-
CO 3	3	3	3	2	3	1	-	-
CO 4	3	3	3	2	2	1	-	-

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Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Introduction to Biochemistry	Introduction & properties of carbohydrates	B.R. 1,2,3,
2			Classification of carbohydrates	B.R. 1,2,3,
3			Structure & Function of carbohydrates	B.R. 1,2,3,
4			Introduction & properties of lipids	B.R. 1,2,3,
5			Classification and of lipids	B.R. 1,2,3,
6			Structure & Function of Lipids	B.R. 1,2,3,
7			Introduction & occurrence of vitamins	B.R. 1,2,3,
8			Classification of vitamins	B.R. 1,2,3,
9			Deficiency diseases of vitamins	B.R. 1,2,3,
10			Revision of unit	

CO: 1**LO 1:** To learn the biochemistry of molecular – carbohydrates lipids & vitamins.

11	Unit II	Introduction to Biochemistry	Introduction & structure of amino acids	B.R. 1,2,3,
12			Classification & and function of amino acids	B.R. 1,2,3,
13			Introduction & properties of proteins	B.R. 1,2,3,
14			Structure & Function of proteins	B.R. 1,2,3,
15			Introduction & Classification of enzymes	B.R. 1,2,3,
16			Properties of enzymes	B.R. 1,2,3,
17			Factors affecting enzyme activity	B.R. 1,2,3,
18			Kinetics of enzyme catalysed reaction	B.R. 1,2,3,
19			Introduction & types of nucleic acid	B.R. 1,2,3,
20			Properties of nucleic acid	B.R. 1,2,3,
21			Structure & Function of DNA	B.R. 1,2,3,

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22		Structure & Function of tRNA	B.R. 1,2,3,
23		Structure & Function of mRNA	B.R. 1,2,3,
24		Structure & Function of rRNA	B.R. 1,2,3,
25		Revision of unit	

CO: 1

LO 2 : To acquaint students on biochemistry of amino acid, enzymes of nucleic acid.

26	III	Introduction to cell biology	Structure of prokaryotes	B.R. 4,5
27			Structure of eukaryotes	B.R. 4,5
28			Structure and function of plasma membrane	B.R. 4,5
29			Models of plasma membrane	B.R. 4,5
30			Structure and function of ribosomes	B.R. 4,5
31			Structure and function of endoplasmic reticulum	B.R. 4,5
32			Structure and function of golgi apparatus	B.R. 4,5
33			Structure and function of lysosomes	B.R. 4,5
34			Structure and function of nucleus	B.R. 4,5
35			Structure and function of mitochondria	B.R. 4,5
36			Structure and function of chloroplast	B.R. 4,5
37			Introduction and types of cell division	B.R. 4,5
38			Mechanism of mitosis	B.R. 4,5
39			Mechanism of meiosis I	B.R. 4,5
40			Mechanism of meiosis II	B.R. 4,5
41			Significance of mitosis and meiosis	B.R. 4,5

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42			Revision of unit	
CO: 2				
LO 3 : To impart knowledge on cell – its types, structural components, functions and cell divisions.				
43	IV	Introduction to plant Diversity	General characteristics of algae	B.R. 6,7
44			General characteristics of fungi	B.R. 4,5
45			General characteristics of lichens	B.R. 4,5
46			Economic importance of algae and fungi	B.R. 4,5
47			Economic importance of lichens	B.R. 4,5
48			General characteristics of bryophytes	B.R. 4,5
49			Adaptation in bryophytes	B.R. 4,5
50			General characteristics of pteridophytes	B.R. 4,5
51			Adaptation in pteridophytes	B.R. 4,5
52			General characteristics of gymnosperms	B.R. 4,5
53			General characteristics of angiosperms	B.R. 4,5
54			Economic importance of angiosperms	B.R. 4,5
55			General characteristics of algae	B.R. 4,5
56			General characteristics in monocot and dicot plants	B.R. 4,5
57			Differences in monocot and dicot plants	B.R. 4,5
58			Anatomical features of woody plants	B.R. 4,5
59			Revision of unit	
CO: 3				
LO 4 : To increase knowledge on characteristics features of plant kingdom from algae to angiosperms.				
60	V	Introduction to animal	General characteristics and classification of annelida	B.R. 8
61			General characteristics and classification of arthropoda	B.R. 8

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62	diversity	General characteristics and classification of mollusca	B.R. 8
63		General characteristics of pisces	B.R. 8
64		Classification of pisces	B.R. 8
65		General characteristics of amphibians	B.R. 8
66		Classification of amphibians	B.R. 8
67		General characteristics of reptiles	B.R. 8
68		Classification of reptiles	B.R. 8
69		General characteristics of aves	B.R. 8
70		Classification of aves	B.R. 8
71		General characteristics of mammals	B.R. 8
72		Classification of mammals	B.R. 8
73		Osmoregulation in freshwater fishes	B.R. 8
74		Osmoregulation in marine fishes	B.R. 8
75		Parental care in amphibians	B.R. 8
76		Salient features of poisonous snakes	B.R. 8
77		Salient features of non- poisonous snakes	B.R. 8
78		Flight adaptation in birds	B.R. 8
79		Revision of unit	B.R. 8
CO: 4			
LO 5 : To increase knowledge on characteristic features of animal kingdom from annelida to mammals and on some specific functional attributes of animals.			

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Principles of Biochemistry, Lehninger, 3rd edn, Nelson and Cox, 2002, W.H. Freeman & Co.
2. Harpers's Biochemistry, 1999, Overruns Publisher
3. Fundamentals of Biochemistry, J.L.Jain, S. Chand Publication.
4. Cell Biology, C.B. Powar, Himalaya Publishers, Student edn
5. Cell Biology, S.C. Rastogi, 3rd edn, New Age International, 2007
6. College Botany, Gangulee and Kar, Vol I and II, New Central Bank Agency, Kolkata,
7. Anatomy of Plants, D.K.Jain, P.C Pandey and V. Singh, Rastogi publication.
8. Unified Zoology, V. K. Tiwari, Vijay Kr.Sing Shivilala Agrawal publication.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Life Science Paper -I			
B.Sc. 1st Year			
Goal : Students develop the ability to understand and analyze their knowledge on biochemistry of various molecules, structure and functions of cell, diversity of living world as well as special features of some species.			
Objective: Students gain understanding on biomolecules, cell biology and diversity of plants and animals			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having very good understanding of biomolecules, cell biology and diversity of plants and animals	% Students have basic understanding of biomolecules, cell biology and diversity of plants and animals	% Students having less understanding on biomolecules, cell biology and diversity of plants and animals and need improvement	% Students Need More Efforts for developing Basic Concept on biomolecules, cell biology and diversity of plants and animals and need more hard work

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject:** Life science paper II (Environmental biology, genetics and evolution)**Session:** Aug -Feb**Class:** B. Sc. First Year**I: Objective of course:** The student will be able to understand about interaction between organisms and the environment, environmental issues at global scale, fundamental principles of genetics and evolution**II: Examination:** The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks**III: Course Outcomes (CO):**

- CO1 Understand how interactions between organisms and their environments drive the dynamics of individuals, populations, communities, and ecosystems
- CO2 Have an understanding of the critical issues facing the environment at global scales.
- CO3 Describe the fundamental molecular principles of genetics
- CO4 Understand the processes and patterns of evolution, and the role of evolution as the central unifying concept in environmental science

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	1	2	2	2	-	-
CO 2	3	2	-	-	2	2	-	-
CO 3	3	2	-	-	-	-	-	-
CO 4	3	2	-	-	-	-	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	B.R.1
2	1	Concept of ecosystem	Introduction to ecosystem, definition of related terms	B.R.1
3			Abiotic factors-Temperature	B.R.1
4			Abiotic factors- light	B.R.1
5			Abiotic factors- topographic factors	B.R.1
6			Abiotic factors- edaphic factors	B.R.1
7			Abiotic factors- edaphic factors	B.R.1
8			Biotic factors- positive interactions	B.R.1
9			Biotic factors- negative interactions	B.R.1
10			Ecological pyramids, food chain and food web	B.R.1
11			Energy flow in an ecosystem	B.R.1
12			Xerophytic adaptations in plants	B.R.1
13			Hydrophytic adaptations in plants	B.R.1
14			Adaptations in hydrocoles and xerocoles	B.R.1
15			Hydrosere	B.R.1
16			Xerosere	B.R.1
CO 1				
LO 1: Describe various concepts of environmental biology				
17	2	Environmental	Sources and effects of air pollution	B.R.1,2,6

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18	pollution and biogeochemical cycles	Sources and effects of water pollution	B.R. 1,2,6
19		Sources and effects of soil pollution	B.R. 1,2,6
20		Sources and effects of noise pollution	B.R. 1,2,6
21		Sources and effects of radioactive pollution	B.R. 1,2,6
22		Sources and effects of nuclear pollution	B.R. 1,2,6
23		Ozone layer depletion	B.R. 1,2,6
24		Acid rain	B.R. 1,2,6
25		Global warming	B.R. 1,2,6
26		Biogeochemical cycle- nitrogen	B.R. 1,2,6
27		Biogeochemical cycle- carbon	B.R.6
28		Biogeochemical cycle- sulphur	B.R.6
29		Biogeochemical cycle- phosphorus	B.R.6
30		Biopesticides	B.R.6
31		Biopesticides	B.R.6
32		Biofertilizers	B.R.6

CO 2

LO2: Gain an understanding of the causes, types and control methods for environmental pollution and application of different life forms in environmental remediation.

33	3	Genetics	Mendelian laws of inheritance	B.R.3,5
34			Mendelian laws of inheritance	B.R. 3,5
35			Incomplete dominance and co- dominance	B.R. 3,5
36			Epistasis	B.R. 3,5
37			Complementary and supplementary ratios	B.R. 3,5

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38			Cytoplasmic inheritance	B.R. 3,5
39			Plastids and kappa particles	B.R. 3,5
40			Linkage	B.R. 3,5
41			Crossing over	B.R. 3,5
42			Coupling and repulsion hypothesis	B.R. 3,5
43			Mechanism of sex determination	B.R. 3,5
44			Sex linked inheritance-mechanism	B.R. 3,5
45			Sex linked inheritance- examples	B.R. 3,5

CO3

LO 3: Understand the relationship between phenotype and genotype in genetic traits.

46			Structure of chromosomes	B.R. 3,5
47			Polytene and lampbrush chromosomes	B.R. 3,5
48			Klienfelter's and Turner's syndrome	B.R.4
49			Down's and Cri-du-chat syndrome	B.R.4
50			Mutations- types	B.R.4
51			Mutations- classification	B.R.4
52			Chemical mutagens	B.R.3
53			Chemical mutagens	B.R.3
54			Physical mutagens	B.R.3
55			Physical mutagens	B.R.3
56			Molecular basis of mutation	B.R.4
57			Aneuploidy	B.R.4

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58			Euploidy	B.R.4
CO 3				
LO4 : Explain structure of chromosomes, mutations as the basis of genetic variation and chromosome related disorders				
59	5	Evolution	Introduction to concept of evolution	B.R.3
60			Lamarckism	B.R.3
61			Neo- Lamarckism	B.R.3
62			Darwinism	B.R.3
63			Neo- Darwinism	B.R.3
64			Germplasm theory	B.R.3
65			Mutation theory	B.R.3
66			Gene pool	B.R.3
67			Random genetic drift	B.R.3
68			Hardy-Weinberg law	B.R.3
69			Isolation and its mechanisms	B.R.3
70			Instantaneous speciation	B.R.3
71			Gradual speciation	B.R.3
CO 4				
LO 5: Explain the key concepts in population, evolutionary and quantitative genetics including: the basis of genetic variation; heritability; Hardy-Weinberg law; roles of migration, mutation, isolating mechanism and speciation				

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

s. no.	Book name
1	Ecology and Environment: PD Sharma, Rastogi Publications
2	Environmental chemistry: Anil K De, New Age International Publishers
3	Cell biology, genetics, molecular biology and evolution: PS Verma and VK Agarwal, S Chand Publications
4	Cell and molecular biology: PK Gupta, Rastogi Publications
5	Genetics: PK Gupta, PS Verma and VK Agarwal, S Chand Publications
6	Textbook of microbiology: RC Dubey and DK Maheshwari, S. Chand Publications

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Life science P II			
B. Sc. I year			
Goal : The students will develop the general understanding of the concept of ecosystem, evolution and genetics			
Objective: The student will be able to understand about interaction between organisms and the environment, environmental issues at global scale, fundamental principles of genetics and evolution			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of interaction between organisms and the environment, environmental issues at global scale, fundamental principles of genetics and evolution	% Students having the basic concept of interaction between organisms and the environment, environmental issues at global scale, fundamental principles of genetics and evolution	% Students having general idea about environment, genetics and evolution.	% Students Need More Efforts for environment, evolution and genetics

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper I Morphology, Developmental Biology and Physiology of Angiosperms****Session: Aug – Feb****Class: B.Sc. II yr Life Sciences**

I: Objective of course: To impart knowledge on anatomy and physiology of plant along with the development of floral parts, growth regulators and metabolism of carbohydrates, nitrogen and ATP synthesis.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 To impart knowledge on morphology, physiology and developmental biology of plants
- CO2 To equip students on metabolism of carbohydrates, nitrogen & ATP synthesis.
- CO3 To Impart knowledge on plant physiology and its mechanism.
- CO4 Student must know in details the growth and development in plants.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	3	3	2		1	-
CO 2	2	1	3	2		2		-
CO 3			3	3	3	3	-	-
CO 4	2	3	2	3	3	2	1	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit 1		Root apex Introduction	B.R.1,2,3
2			Tissues and cells of root apex	B.R.1,2,3
3			Functions of various cells and tissues	B.R.1,2,3
4			Apical meristem root apex theories	B.R.1,2,3
5			Organization of root apex	B.R.1,2,3
6			Anatomy of Dicot root	B.R.1,2,3
7			Anatomy Monocot root	B.R.1,2,3
8			Apical meristem shoot: Introduction and theories	B.R.1,2,3
9			Organisation of shoot apex	B.R.1,2,3
10			Anatomy of Dicot stem	B.R.1,2,3
11			Anatomy of monocotyledonous stem	B.R.1,2,3
12			Anatomy of leaf dicot	B.R.1,2,3
13			Anatomy of monocot leaf	B.R.1,2,3
14			Structure of Stomata	B.R.1,2,3
15			Secondary growth of stem in dicotyledonous	B.R.1,2,3

CO : 1**LO 1:** To impart knowledge on root system, shoot system and anatomy of leaf in monocots and dicots.

16	Unit II		Morphology of flowers, calyx and corolla, their arrangements	B.R.1,2,3,
17			Stamens , arrangements and gynoecium , carpels, structure in flower.	B.R.1,2,3,
18			Microsporogenesis, introduction, structure of anther	B.R.1,2,3,
19			Attachment of anther with corolla, detailed structure of anther	B.R.1,2,3,

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20			Development of male gametophyte	B.R.1,2,3,
21			Development of male gametophyte	B.R.1,2,3,
22			Megasporangium , introduction, parts of gynoecium in detail	B.R.1,2,3,
23			Megasporogenesis, types of embrosac,	B.R.1,2,3,
24			Development of female gametophyte	B.R.1,2,3,
25			Structure of ovary and placentation	B.R.1,2,3,
26			Pollination, its types	B.R.1,2,3,
27			Fertilization of ovary, types of fertilization, development of zygote	B.R.1,2,3,
28			Endosperm, types of endosperm,	B.R.1,2,3,
29			Embryogenesis in dicots	B.R.1,2,3,
30			Embryogenesis in monocots	B.R.1,2,3,

CO: 1

LO 2: Detailed understanding on plant development – microsprogensis , megasporogenesis, pollination, fertilization and post fertilization development.

31	Unit III		Absorbtion of water in plants	B.R. 5,6,7
32			Transpiration meaning and method of transpiration	B.R. 5,6,7
33			Types of transpiration	B.R. 5,6,7
34			Stomatal movement its theories	B.R. 5,6,7
35			Factors affecting transpiration	B.R. 5,6,7
36			Ascent of sap mechanism	B.R. 5,6,7
37			Theories of ascent of sap	B.R. 5,6,7
38			Photosynthesis: photosynthetic apparatus structure and function	B.R. 5,6,7
39			Photosynthetic pigments in detail	B.R. 5,6,7

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40			Z scheme of photosynthesis	B.R. 5,6,7
41			Factors affecting photosynthesis	B.R. 5,6,7
42			Factors affecting photosynthesis	B.R. 5,6,7
43			Revision	

CO: 3**LO3:** To impart knowledge on plant physiology such as transpiration, ascent of sap & photosynthesis.

44	Unit IV		Respiration in plants introduction	B.R. 5,6
45			Glycolysis	B.R. 5,6
46			Glycolysis continued with energy balance	B.R. 5,6
47			TCA cycle	B.R. 5,6
48			TCA cycle continued, energy balance in the cycle	B.R. 5,6
49			Electron transport in Mitochondria	B.R. 5,6
50			Pentose phosphate pathway	B.R. 5,6
51			Pathway continued	B.R. 5,6
52			C 3 cycle	B.R. 5,6
53			C 4 cycle difference between C 3 and C4 cycle	B.R. 5,6
54			Biological Nitrogen fixation, introduction and mechanism	B.R. 5,6
55			Types of N ₂ fixation by different nitrogen fixing bacteria	B.R. 5,6
56			Leg haemoglobin and nif genes	B.R. 5,6
57			Regulation of Nitrogen reduction	B.R. 5,6
58			Ammonia assimilation	B.R. 5,6

CO: 2**LO 4:** To impart knowledge on metabolism of carbohydrates, nitrogen and oxidative phosphorylation.

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59	Unit V		Structure and functions of Auxins	B.R. 5,6
60			Functions of Auxin continued	B.R. 5,6
61			Structure and functions of Gibberllins	B.R. 5,6
62			Functions of Gibberllins continued	B.R. 5,6
63			Structure and functions of cytokinin	B.R. 5,6
64			Structure and functions of ethylene	B.R. 5,6
65			Structure and functions abscisic acid	B.R. 5,6
66			Structure and functions of ethylene	B.R. 5,6
67			Concept of photoperiodism	B.R. 5,6
68			Concept of vernalization	B.R. 5,6
69			General idea of phytochrome	B.R. 5,6
70			Concept of plant movement	B.R. 5,6
71			Autonomic or spontaneous movement	B.R. 5,6
72			Paratonic movement	B.R. 5,6
73			Induced movement	B.R. 5,6
CO: 4				
LO 5: To impart knowledge on growth and development regulators in plant, plant movements and concept of photoperiodism.				

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Structure, development and reproduction of Angiosperms: Singh V, Pandey, P and Jain D K , Rastogi Publications
2. College Botany vol. III: Pandey, BP, S. Chand Publication
3. Text Book of Botany : Pandey, B P S. Chand Publication
4. Embryology of Angiosperms: Bhojwani & Bhatnagar, Vikash Publication
5. Plant physiology: Pandey and Sinha, Vikash Publication
6. Text book of plant physiology: Jain V K, Anne Books Publishers
7. Plant Physiology: Salisbury and Ross, Wadworth Publishing Co. California

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Life Science Paper – I			
B.Sc. Life Science II Year			
Goal : Students will be able to understand the morphology, physiology, metabolism and growth regulators of plants as well be able to have scientific approach.			
Objective: Students will be able to attain the practical and theoretical knowledge of development and able to analyse the facts systematically.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having knowledge morphology, physiology and growth and development	% Students having the basic concept of morphology, embryology and physiology.	% Students having understanding basic concepts of morphology and embryology	% Students Need More Efforts for Solution and Basic Concept of a angiosperms

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

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DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Life Science Paper II: Morphology, Physiology & Developmental Biology of Mammals****Class: B.SC II year****Session: Aug -Feb**

I: Objective of course: The student will learn the basic and detailed knowledge on various physiological systems of mammalian body with thorough understanding of their function and related disorders.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 To provide knowledge on various organ systems of mammalian body.
- CO2 To provide understanding on patho-physiological conditions related to the various systems.
- CO3 To provide detailed knowledge on developmental biology of mammals.
- CO4 To impart skills on performing experiment in hematology and developmental biology.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	-	-	3	-	-	-
CO 2	3	3	-	-	3	2	-	-
CO 3	3	3	-	-	2	-	-	-
CO 4	1	2	3	3	3	-	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Digestive & Excretory system in mammals	Introduction & components of digestive system	B.R.2,3
2			Histology of digestive system	B.R.5
3			Functions of digestive system	B.R.2,3
4			Absorptions of monomers in digestive system	B.R.2,3
5			Secretory functions of salivary & gastric gland	B.R.2,3
6			Secretory functions of liver & gall bladder	B.R.2,3
7			Secretory functions of pancreas & intestine	B.R.2,3
8			Overview of disorders of digestive system	B.R.2,3
9			Introduction & components of excretory system	B.R.2,3
10			Functions of digestive system	B.R.2,3
11			Mechanism of urine formation	B.R.2,3
12			Counter current mechanism	B.R.2,3
13			Process of formation of urea (ornithine cycle)	B.R.2,3
14			Overview of disorders of excretory system	B.R.2,3
15			Revision of unit	B.R.2,3
CO : 3				
LO 1: To impart skills on morphology and physiology digestive and excretory system of mammals.				
16	Unit II	Digestive & Respiratory system in mammals	Introduction and structure of respiratory system in mammals	B.R.2,3
17			Morphology of respiratory organs	B.R.2,3
18			Mechanism of respiration- inspiration	B.R.2,3

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19			Mechanism of respiration – expiration	B.R2,3
20			Exchange of gases in alveoli & tissue	B.R2,3
21			Transport of oxygen by blood	B.R2,3
22			Transport of co2 by blood	B.R2,3
23			Introduction of circulatory system in mammals	B.R2,3
24			Morphology of heart & blood vessels	B.R2,3
25			Course of blood circulation- mechanism	B.R2,3
26			Conduction system of heart, heart rate, cardiac cycle	B.R2,3
27			Disorders of circulatory system	B.R2,3
28			Composition of blood	B.R2,3
29			Functions of blood	B.R2,3
30			Mechanism of blood clotting	B.R2,3
31			Overview & revision of unit	B.R2,3

CO : 3

LO 2: To impact knowledge on morphology and physiology respiratory and circulatory system of mammals.

32	Unit III	muscular system and nervous system	Types of muscles – structure & function	B.R2,3,5
33			Components of muscle proteins	B.R2,3,5
34			Mechanism of muscle contraction	B.R2,3,5
35			Revision of muscle contraction	B.R2,3,5,
36			Structure of nervous tissue	B.R2,3,5
37			Types of nervous tissue	B.R2,3,5
38			Classification of nervous system	B.R2,3,5
39			Mechanism of nerve impulse generation (depolarisation)	B.R2,3,5

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40		Repolarisation and hyperpolarisation	B.R2,3,5
41		Transmission of nerve impulse	B.R2,3,5
42		Nerve junction & disorders	B.R2,3,5
44		Reflex action and examples	B.R2,3,5
45		Revision of unit	B.R2,3,5

CO : 3

LO 3: To acquaint students on morphology and physiology muscular and nervous system of mammals.

45	Unit IV	Endocrine & reproductive system	Structure and function of anterior pituitary gland	B.R2,3,5,6
47			Structure and function of posterior pituitary gland	B.R2,3,5,6
48			Structure and function of hypothalamus	B.R2,3,5,6
49			Structure and function of thyroid and disorders	B.R2,3,5,6
50			Structure and function of parathyroid and disorders	B.R2,3,5,6
51			Structure and function of adrenal cortex and disorders	B.R2,3,5,6
52			Structure and function of adrenal medulla and disorders	B.R2,3,5,6
53			Disorders of pituitary hormone	B.R2,3,5,6
54			Structure and function of male reproductive system	B.R2,3,5,6
55			Structure and function of female reproductive system	B.R2,3,5,6
56			Female reproductive cycles - ovarian	B.R2,3,5,6
57			Female reproductive cycles - menstrual	B.R2,3,5,6
58			Disorders of reproductive system	B.R2,3,5,6
59			Estrous cycle	B.R2,3,5,6
60			Revision of unit	B.R2,3,5,6

CO: 1 2

LO 4: To acquaint students on morphology and physiology endocrine and reproductive system of mammals.

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61	Unit V	Embryonic development	Process of spermatogenesis	B.R1,2,3,6
62			Process of oogenesis	B.R1,2,3,6
63			Mechanism of fertilisation- step 1,2 ,3	B.R1,2,3,6
64			Mechanism of fertlisation- step 4,5	B.R1,2,3,6
65			Significance and abnormalities of fertilization	B.R1,2,3,6
66			Introduction and types of cleavage	B.R1,2,3,6
67			Patterns of cleavage	B.R1,2,3,6
68			Other patterns of cleavage	B.R1,2,3,6
69			Process of blastulation	B.R1,2,3,6
70			Formation of germinal layers	B.R1,2,3,6
71			Fate of germinal layers	B.R1,2,3,6
72			Structure of extra embryonic membranes	B.R1,2,3,6
73			Function of extra embryonic membranes	B.R1,2,3,6
74			Placentation in mammals	B.R1,2,3,6
75			Revision of unit	B.R1,2,3,6
CO : 3,4				
LO 5: To provide knowledge on gametogenesis, fertilization, post fertilization developments and placentation in mammals				

VI: Book References:

1. Developmental Biology, Veerbala Rastogi, Kedarnath Ramnath Publisher
2. Animal Physiology, V.K.Sastry, Rastogi Publication
3. Animal Physiology, Rastogi, New Age International Publisher
4. Animal Physiology, Verma & Tyagi, S. Chand Publisher
5. Animal Physiology, Randall & Ekart, W.H. Freeman Co.
6. Harper's Illustrated Biochemistry, 27 th edn, Overruns Publisher

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Life Science Paper II			
B. Sc. II year			
Goal : The students will develop the ability to understand the structure and functioning of mammalian system. The topic include all organ systems and embryonic development.			
Objective: The students gain knowledge on functions of various physiological systems of body along with understanding of their related disorders.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students good knowledge on different physiological systems and disorders	% Students have basic knowledge on different physiological systems and disorders	% Students have little knowledge on different physiological systems and disorders and need improvement	% Students Need More Efforts and hard work on the subject and

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August- February

Subject: Biotechnology **Paper-I** (Biophysics and Biochemistry)

Class: B.Sc. II Year

I: Objective of Course: To impart knowledge about Biophysical techniques and biomolecules to students.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

CO-1 Student must have the clear concept of relationship among all forms of energy.

CO-2 Student must know the importance of biochemistry including role of water, acids, bases and buffers in life.

CO-3 Students know varieties of biocatalysts.

CO-4 Student acquires skills of drawing logical conclusions from observations taken with the help of scientific instruments.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	-	-	-	-	-	-
CO 2	2	2	-	-	-	-	-	-
CO 3	-	2	-	-	-	-	-	-
CO 4	-	-	3	3	-	-	-	-

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Lecture No.	Unit No.	Unit Name	Topic	Reference
1.	First	Thermodynamics	Introduction of thermodynamics	B.R. 1
2.			Thermodynamic systems	B.R. 1
3.			Equilibrium	B.R. 1
4.			First law of Thermodynamics and its applications	B.R. 1
5.			Second law of Thermodynamics and its applications	B.R. 1
6.			Third law of Thermodynamics and its applications	B.R. 1
7.			Fourth law of Thermodynamics and its applications	B.R. 1
8.			Zeroth law of Thermodynamics and its applications	B.R. 1
9.			Different types of processes	B.R. 1
10.			Thermodynamic variable	B.R. 1
11.			Entropy	B.R. 1
12.			Thermodynamic potentials and relations	B.R. 1
13.			Thermodynamic potentials and relations	B.R. 1
14.			Maxwell’s Equations	B.R. 1
15.			Fundamental Equation of Heat.	B.R. 1
CO-I				
LO-I	To learn relationships among all forms of energy.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
16.	Second	General Biophysical Methods	Measurement of pH	B.R. 2
17.			Radioactive labeling & counting	B.R. 2
18.			Radioactive labeling & counting	B.R. 2
19.			Autoradiography	B.R. 2
20.			Diffusion	B.R. 2
21.			Sedimentation	B.R. 2
22.			Osmosis	B.R. 2
23.			Viscosity	B.R. 2
24.			Applications of biophysical methods in biology	B.R. 2
25.			Bragg’s equation	B.R. 2
26.			Reciprocal lattice	B.R. 2
27.			Miller Indices	B.R. 2
28.			Unit cell	B.R. 2
29.			Concept of different crystal structure	B.R. 2
30.			Determination of crystal structure	B.R. 2
CO-2				
LO-2	To learn biophysical techniques.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
31.	Third	Fundamentals of Biochemistry	Biochemistry as a logic of living beings	B.R. 3
32.			Axioms of living matter	B.R. 3
33.			General view of major organic compound in animate objects	B.R. 3
34.			Chemical elements	B.R. 3
35.			Structure of atoms	B.R. 3
36.			Molecules and chemical bands	B.R. 3
37.			Ionic and covalent bond	B.R. 3
38.			Co-ordinate bonds	B.R. 3
39.			Co-ordinate bonds	B.R. 3
40.			Hydrogen bonds	B.R. 3
41.			Structure of water	B.R. 3
42.			Properties of water	B.R. 3
43.			Water as universal solvent	B.R. 3
44.			Acids, bases and salts	B.R. 3
45.			pH and buffers	B.R. 3
CO-2				
LO-3	To learn about animate and inanimate objects, chemical elements, bonding among them, water and buffers.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
46.	Fourth	Biomolecules	Introduction to Biomolecules	B.R. 4
47.			Introduction and occurrence of carbohydrates	B.R. 4
48.			Classification and properties of carbohydrates	B.R. 4
49.			Importance of carbohydrates	B.R. 4
50.			Introduction and occurrence of lipids	B.R. 4
51.			Classification and properties of lipids	B.R. 4
52.			Importance of lipids	B.R. 4
53.			Introduction and occurrences of proteins	B.R. 4
54.			Classification and properties of proteins	B.R. 4
55.			Importance of proteins	B.R. 4
56.			Introduction and occurrences of nucleic acids	B.R. 4
57.			Classification and properties of DNAs	B.R. 4
58.			Classification and properties of RNAs	B.R. 4
59.			Importance of DNAs	B.R. 4
60.			Importance of RNAs	B.R. 4
CO-2				
LO-4	To learn structure, function and biological significance of biomolecules.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
61.	Fifth	Enzymes	Structure of Enzymes	B.R. 4
62.			Classification of Enzymes	B.R. 4
63.			Functions of Enzymes	B.R. 4
64.			Active site	B.R. 4
65.			Activation energy	B.R. 4
66.			Transition state hypothesis	B.R. 4
67.			Lock and key hypothesis	B.R. 4
68.			Concept of km Michaelis-Menten equation	B.R. 4
69.			Various types of enzyme in inhibitions	B.R. 4
70.			Identification of inhibitor type with LB plot	B.R. 4
71.			Allosteric enzymes	B.R. 4
72.			Definition of holo enzyme, apo enzyme	B.R. 4
73.			Definition of coenzymes, cofactor	B.R. 4
74.			Definition of prosthetic group, ribozyme	B.R. 4
75.			Definition of isozymes and abzymes	B.R. 4
CO-3				
LO-5	To learn working of biocatalysts, ribozymes, and abzymes.			

VI: Book References:

1. Biophysics by Mohan P, Arora. Himalaya Publishing House
2. Biophysics by Patabh & Gautham. Alpha Science International.
3. Text book of Biochemistry By S.P. Singh. CBS Publishers and distributors.
4. Fundamentals of Biochemistry By J.L. Jain. S.Chand.

DEPARTMENT OF BIOTECHNOLOGY**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-I (Biophysics and Biochemistry)			
B.Sc. II Year			
Goal – Student develops ability to understand biomolecules and their assessment.			
Objective- To impart knowledge about Biophysical techniques and biomolecules to students.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the perfect knowledge of molecules and tools of the subject.	% Students studied well, more efforts are required for perfection.	% Students having even lesser interest in the subject.	% Students Need More Efforts for the subject.

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total	Final total out of 10
50	50	100	

IPS ACADEMY, INDORE

DEPARTMENT OF BIOTECHNOLOGY

Lesson Plan

Session: August – February

Subject: Biotechnology Paper-II: (Bioinstrumentation, Biostatistics & Bioinformatics)

Class: B.Sc. II Year

I: Objective of Course: To impart knowledge about bioinstruments, biostatistics and bioinformatics to students.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper). The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks.

III: Course Outcomes (CO):

CO-1 Student knows different techniques to measure macromolecules.

CO-2 Student knows basics of statistics and computers along with biological databases.

CO-3 Develop the skills to present ideas effectively and efficiently.

CO-4 Student learns to perform and analyze laboratory experiments.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	-	2	-	-	-	-	-
CO 2	-	-	-	1	-	2	-	-
CO 3	-	-	-	-	-	-	-	3
CO 4	-	-	2	-	-	-	-	-

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Lecture No.	Unit No.	Unit Name	Topic	Reference
1.	First	Microscopy	Light	B.R. 1
2.			Phase Contrast	B.R. 1
3.			Fluorescence	B.R. 1
4.			Electron microscopy	B.R. 1
5.			Electron microscopy	B.R. 1
6.		Centrifugation	Electron microscopy	B.R. 1
7.			Principle of centrifugation	B.R. 1
8.			Principle of centrifugation	B.R. 1
9.			Types of centrifuges	B.R. 1
10.			Types of centrifuges	B.R. 1
11.			Varieties of rotors	B.R. 1
12.			Ultracentrifugation	B.R. 1
13.			Differential centrifugation	B.R. 1
14.			Density gradient	B.R. 1
15.			Applications of centrifugation	B.R. 1
CO-I				
LO-I	To learn principles of microscopy and centrifugation.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
16.	Second	Chromatography	Introduction to chromatography	B.R. 1
17.			Principle of chromatography	B.R. 1
18.			Applications of chromatography	B.R. 1
19.			Column chromatography	B.R. 1
20.			Gel filtration chromatography	B.R. 1
21.			Ion-exchange, Affinity chromatography	B.R. 1
22.		Electrophoresis	Principle of electrophoresis	B.R. 1
23.			Applications of electrophoresis	B.R. 1
24.			Agarose Gel	B.R. 1
25.			Immunoelectrophoresis	B.R. 1
26.			Blotting – principle	B.R. 1
27.			Southern Blotting	B.R. 1
28.			Western Blotting	B.R. 1
29.			Northern Blotting	B.R. 1
30.			Application of Blotting	B.R. 1
CO-I				
LO-2	To learn the concept of chromatography and electrophoresis.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
31.	Third	Photometry	Colorimetry – principle	B.R. 1
32.			Application of colorimeter	B.R. 1
33.			Parts of colorimeter	B.R. 1
34.			Principle of spectrophotometer	B.R. 1
35.			Difference between colorimeter and spectrophotometer	B.R. 1
36.			Instrumentation of spectrophotometer	B.R. 1
37.			Applications of spectrophotometer	B.R. 1
38.		Radioactivity measurements	Radio activity and heavy isotopes	B.R. 1
39.			Radioactive labeling	B.R. 1
40.			Non radioactive labeling	B.R. 1
41.			Half life of radio activity	B.R. 1
42.			Geiger Muller counter	B.R. 1
43.			Scintillation counter	B.R. 1
44.			Autoradiography	B.R. 1
45.			Application of radio activity	B.R. 1
CO-I				
LO-3	To learn colorimetry and radioactive techniques.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
46.	Fourth	Biostatistics	Introduction of Biostatistics	B.R. 2
47.			Scope of Biostatistics	B.R. 2
48.			Use of statistic collection	B.R. 2
49.			Classification of data	B.R. 2
50.			Data summarization	B.R. 2
51.			Presentation of data	B.R. 2
52.			Arithmetic mean, median	B.R. 2
53.			Standard deviation	B.R. 2
54.			Probability definition	B.R. 2
55.			Random Variable	B.R. 2
56.			Distribution of random variable	B.R. 2
57.			Distribution of random variable	B.R. 2
58.			Distribution of random variable	B.R. 2
59.			Binomial Probability and distribution	B.R. 2
60.			Binomial Probability and distribution	B.R. 2
CO-2				
LO-4	To learn the concept of sampling from population and applying results on the population.			

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Lecture No.	Unit No.	Unit Name	Topic	Reference
61.	Fifth	Computers	General Introduction of computer	
62.			Characteristics of computer	
63.			Hardware organization	
64.			Hardware organization	
65.			Software organization	
66.			Low level language & Internet Application	
67.		Basic Bioinformatics	Introduction to Internet	
68.			Introduction to Internet	
69.			Search engines	
70.			Google	
71.			Yahoo and Entrez etc	
72.		Biological Databases	Introduction to biological databases	
73.			EMBL, DDBJ, Gen bank	
74.			PROSITE, PRINTS, Pfam, BLOCK etc.	
75.			Specialized databases - KEGG, file formats and PDB	
CO-2,3,4				
LO-5	To learn the basic concepts of computers, internet and storage of biological data in databases.			

VI: Book References:

1. Bioinstrumentation by L. Veera Kumari, MJP Publishers
2. Statistical Methods by S. P. Gupta, S.Chand Publishers
3. Basic Bioinformatics by S. Ignacimuthu, Alpha Science International Ltd.
4. Basics of bioinformatics by Sumati Hajela, Yashraj publications.

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5. Concepts in bioinformatics by Sumati Hajela, Yashraj Publications.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
4. Late submissions will not be accepted in any case
5. Attendance will be a major factor for assessing class performance

VIII: Rubric for Internal Assessment

Subject: Biotechnology Paper-II (Bioinstrumentation, Biostatistics & Bioinformatics)			
B.Sc. II Year			
Goal – Student develops ability to understand biomolecules and their assessment.			
Objective - To impart knowledge about bioinstruments, biostats and bioinformatics to students.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the perfect knowledge of tools and techniques of the subject.	% Students studied well , more efforts are required for perfection.	% Students having even lesser knowledge and interest in the subject.	% Students Need More Efforts for the subject to do better.

IX: Scheme of internal marks

Quarterly examination	Half yearly examination	Total 100	Final total out of 10
50	50		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Paper III Foundation course Environmental Sciences****Session: Aug – Feb****Class: B.Sc. II yr Biotechnology/ Life Sciences**

I: Objective of course: To enable the students to understand the importance, awareness of environment and regulations laws of pollution, cleanliness.

II: Examination: The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 50 marks (10 Marks for internal and 40 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 15 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 20 marks will contain five optional Long answers type questions each of 4 marks

III: Course Outcomes (CO):

- CO1 Understand the natural environment as a system and how human enterprise affects that system.
- CO2 An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.
- CO3 Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco-friendly power sources and political ecology.
- CO4 Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3		-		2	2	1
CO 2		1		2		2	2	1
CO 3		3	2	2	2	3	1	
CO 4	2		1	1	2	2	3	2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	Unit 1		Definition and meaning of environment with examples	B.R. 1,2
2			Importance of environment	B.R. 1,2
3			Public participation for environment	B.R. 1,2
4			Public awareness for environment	B.R. 1,2
5			Introduction of ecology	B.R. 1,2
6			Ecology definition and concept	B.R. 1,2
7			Components of ecosysytem	B.R. 1,2
8			Components of ecosystem biotic	B.R. 1,2
9			Structure and function of ecosystem	B.R. 1,2
10			Continued	B.R. 1,2
11			Food chain and types of food chain in an ecosystem	B.R. 1,2
12			Food web	B.R. 1,2
13			Energy flow model	B.R. 1,2
14			Ecological Pyramids types	B.R. 1,2
15			Continued	B.R. 1,2
CO : 1				
LO 1: To understand the concepts of Environment and Ecology.				
16	Unit II		Air pollution causes and effects	B.R. 1
17			Preventive measures for air pollution	B.R. 1
18			Water pollution causes and effects	B.R. 1
19			Prevention of water pollution	B.R. 1
20			Noise pollution causes, effects and prevention	B.R. 1

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21			Causes effects and prevention of heat pollution	B.R. 1
22			Causes effects and prevention of Nuclear pollution	B.R. 1
23			Population growth	B.R. 1
24			Disparities between the countries with regard to population	B.R. 1
25			Population explosion, meaning and concept	B.R. 1
26			Family welfare programme	B.R. 1
27			Different schemes run by govt and non govt organizations	B.R. 1
28			Environment and human health	B.R. 1
29			Cleanliness practices followed and its importance	B.R. 1
30			Disposal of domestic waste	B.R. 1

CO: 2

LO 2: To develop the knowledge of Environmental Pollution, population and Clean India mission.

31			Water resources	B.R. 1
32			Dams its importance	B.R. 1
33			Forest resources	B.R. 1
1,234			Conservation of forest resource	B.R. 1
35			Land resources, its utility, importance	B.R. 1
36			Types of soils	B.R. 1
37			Conservation of these soils	B.R. 1
38			Food resources, different ways	B.R. 1
39			Agriculture , orchards,	B.R. 1
40			Sea food, animal source	B.R. 1

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41			Conservation of these sources	B.R. 1
42			Energy sources, types	B.R. 1
43			Conservation of these sources of energy	B.R. 1
CO: 3				
LO3: To analysis the Problems of Natural Resources and method of its Conservation				
44	Unit IV		Introduction of biodiversity	B.R. 1
45			Various ways of biodiversity, importance	B.R. 1
46			Genetic biodiversity	B.R. 1
47			Species biodiversity with examples	B.R. 1
48			Ecosystem biodiversity	B.R. 1
1,249			Biotic components of ecosystem	B.R. 1
50			Value of biodiversity concept and importance	B.R. 1
51			Consumable use, productive use	B.R. 1
52			Social and moral values	B.R. 1
53			Asthetic value of biodiversity	B.R. 1
54			India as a nation of mega biodiversity	B.R. 1
55			Biodiversity at a national level	B.R. 1
56			Biodiversity at local level	B.R. 1
57			Threat to biodiversity	B.R. 1
58			Loss of habitat, poaching of wild life	B.R. 1
CO: 3				
LO 4: Help to give proper idea of Bio -diversity and its protection.				

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59	Unit V		Disaster management concept and meaning	B.R. 1
60			Flood occurrence, causes effects and preventive measures	B.R. 1
61			Cyclones occurrence, causes effects	B.R. 1
62			Preventive measures of cyclone	B.R. 1
63			Landslides occurrence, causes effects	B.R. 1
64			Preventive measures	B.R. 1
65			Earthquake causes, measurement, effects	B.R. 1
66			Preventive measures taken	B.R. 1
67			Conservation of laws of air pollution state level	B.R. 1
68			Conservation of air pollution laws at district level	B.R. 1
69			Conservation of laws of water pollution state level	B.R. 1
70			Conservation of water pollution laws at district level	B.R. 1
71			Wild life conservation laws at state level	B.R. 1
72			Role of IT in protecting environment	B.R. 1
73			Role of IT in protecting human health	B.R. 1
CO: 4				
LO 5: To acquaint the students about the Disaster management and Environment conservation laws.				

VI: Book References:

1. Environmental studies : Dr DD Mishra, S. Chand Publication
2. Environmental studies : Dr Asthana, S. Chand Publication
3. Ecology and Environment: P D Sharma , Rastogi Publication

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject:			
Goal : Students will be able to gain the knowledge of pollution, biodiversity, harness eco friendly power sources, and disposal domestic waste.			
Objective: Students gain understanding of different pollution effects and try to harness sustainable development and ecofriendly practices. Also try to understand the biodiversity values and laws regulating control of mal practices.			
9,10 Marks	6-8 Marks	4-5 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of ecology, pollution, biodiversity and laws regulating the environment.	% Students having the basic concept of pollution resources and biodiversity..	% Students having understanding about pollution and ecology	% Students Need More Efforts for Solution and Basic Concept of environment.

IX: Scheme of internal marks

Quarterly Examination	Half yearly Examination	Total 100	Final Internal Marks Out of 10
50 marks	50 marks		

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper : Immunology & Animal biotechnology****Class: B.SC III(Biotechnology) semV****Session: Aug -Dec.****I: Objective of course:-** To develop basic understanding of microbiology , immune system and response of body against pathogens .

-To introduce students about animal tissue culture and its applications.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks**III: Course Outcomes (CO):**

CO1	To develop understanding about normal micro flora of human body and disease causing micro organisms.
CO2	To develop knowledge related to pathogenesis by pathogens and immune response of body to overcome them and various antigen antibody interactions
CO3	To understand animal cell culture technique with regard to its requirements, applications and advantages.
CO4	To make students aware about transgenic biology

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	3	3	2	3	1	1	-	-
CO 1	3	3	2	3	1	1	-	-
CO 2	2	2	2	3	1	1	-	-
CO 3	2	2	2	3	1	1	-	-
CO 4	3	3	2	3	1	1	-	-

B.Sc. Biotechnology V Semester**Subject: Immunology & animal biotechnology**

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Basic Understanding Of Microbiology	Structure and classification of bacteria	B.R.5
2			Structure and classification of bacteria	B.R.5
3			Staining Techniques	B.R.5
4			Staining Techniques	B.R.5
5			Plasmids and its types	B.R.3
6			Plasmids and its types	B.R.3
7			Identification and Classification of plasmids	B.R.4,5,6
8			Identification and Classification of plasmids	B.R.4,5,6
9			Modes of reproduction in bacteria	B.R.5
10			Modes of reproduction in bacteria	B.R.5
11			Modes of reproduction in bacteria	B.R.5
12			General characteristics of viruses	B.R.5
13			Classification of viruses	B.R.5
14			Classification of viruses	B.R.5
15			Replication of Bacteriophages	B.R. 5
16			Replication of Bacteriophages	B.R. 5
17			Replication of Bacteriophages	B.R. 5
18			Growth of Bacterial phases	B.R.5
19			Measurements of Bacterial growth	B.R.5
20			Measurements of Bacterial growth	B.R.5
21			Measurements of Bacterial growth	B.R.5
CO 1 &2				

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LO1 : To impart knowledge among students about various types of microorganisms in context to their classification, structure, growth pattern and its measurement.

22	Unit 2	Introduction to Fermentation Technology	Design of typical fermentor	B.R4,6
23			Design of typical fermentor	B.R4,6
24			Control of fermentation Parameters	B.R4,6
25			Control of fermentation Parameters	B.R4,6
26			Major type of fermentation process	B.R4,6
27			Major type of fermentation process	B .R4,6
28			Production of ethyl alcohol	B .R4,6
29			Production of penicillin	B.R4,6
30			Production of penicillin	B.R4,6

C0:3

LO:2 To make students aware about industrial microbiology and production processes of various economical important metabolites of microbes.

31	UNIT 3	Immunology type of immunity	Various type of immunity	B R 1,2
32			Various type of immunity	B R 1,2
33			Various type of immunity	B R 1,2
34			Primary and secondary immune response	B R1,2
35			Primary and secondary immune response	B R 1,2
36			Humoral and cell mediated immunity	B R 1,2
37			Humoral and cell mediated immunity	B R1,2

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38			Cell of immunity system	B R1,2
39			Cell of immunity system	B R1,2
40			Organ of immune system	B R1,2
41			Organ of immune system	B R1,2
42				
43				
CO 1&2				
LO3 : To introduce basic concepts about immune system and pathogens among students.				
44	UNIT 4	Immunology : Antigen and their reactions with antibody	Antigen : its type ,haptenes , epitopes	B R1,2
45			Antigen : its type ,haptenes , epitopes	B R1,2
46			Structure of antibody	B R1,2
47			Structure of antibody	B R1,2
48			Properties of antibody	B R1,2
49			Function of immunoglobulins	B R1,2
50			Function of immunoglobulins	B R1,2
51			Function of immunoglobulins	B R1,2
52			Antigen and antibody reaction	B R1,2
53			Precipitation reactions	B R1,2
54			Precipitation reactions	B R1,2
55			Agglutination reaction	B R1,2
56			Agglutination reaction	B R1,2
57			ELISA technique and type	B R1,2
58			ELISA technique and type	B R1,2

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO2**

LO4 : To make students aware about various types of antigen and antibody reactions and their applications in various fields.

59	Unit5	Transfection biology and culture techniques of animal cell.	ELISA technique and type	B R1,2
60			ODD – Ouchterlony's double diffusion	B R1,2
61			Radial immunodiffusion	B R1,2
62			Concept about vaccines	B R2,4
63			Type of vaccines	B R2,4
64			Basic of animal cell culture	B R6,4
65			Different type of media	B R6,4
66			Initiation of culture	B R6,4
67			Secondary culture method	B R6,4
68			Different type of cell lines	B R6,4
69			Growth curve of cells in culture	B R6,4
70			Methods of tranfection of cell	B R6,4
71			HAT selection method for hybrids and markers	B R6,4
72			Antibiotic resistance concept	B R6,4
73			Study of expression of clone protein in animal cells and tissues	B R6,4
74			Concept and application of system cell	B R6,4
75			Concept and application of system cell	B R6,4

CO 3&4

LO5 : To introduce basic knowledge about transfection biology and techniques used for animal cell culture.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

1. Immunology Author – J.Kuly. W.H. Freeman
2. Lecture notes in immunology – IR Todd. Wily Blackwell
3. Microbial genetics Author- Frcifelder. Greth Stevens publishing
4. Biotechnology Author-U.Satyanarayan. Books and Allied Ltd.
5. Microbiology Author-Pelczar. MC Graw Hill Education
6. Animal biotechnology Author-Ranga MM. Agro bios Ltd.

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
3. The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5.. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject:			
Goal : To develop basic concept of immune response , microbiology and animal tissue culture among students.			
Objective: To make students learn about antigen antibody , normal microflora , pathogen, animal tissue culture technique and applications.			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of immunology, microbiology, and animal tissue culture and further to develop research accumen related to these fields.	% Students having the basic concept of immunology, microbiology, and animal tissue culture and to become competent to get placed in work field.	% Students having understanding about immunology , microbiology , animal tissue culture.	% Students Need More efforts to understand concept of immunology , microbiology , animal tissue culture

IX: Scheme of internal marks

B.Sc. Biotechnology V Semester
Subject: Immunology & animal biotechnology

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Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan**

Subject: Life Science Paper Microbiology, Immunology, animal cell culture **Session:** Aug -Dec.
Class: B.SC III(Life science) semV

I: Objective of course:- To develop basic understanding of microbiology , immune system and response of body against pathogens .

-To introduce students about animal tissue culture and its applications.

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 5 marks will have 5 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 3 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks

III: Course Outcomes (CO):

- CO1 To develop understanding about structure, classification, staining techniques and various mods of reproduction.
- CO2 To develop knowledge about fermentation technology and various processes related to it.
- CO3 To impart knowledge related to immune response of body against different types of antigens.
- CO4 To understand animal cell culture technique with regard to its requirements, applications and advantages.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	1	1	-	-
CO 2	3	3	2	3	1	1	-	-
CO 3	2	2	2	3	1	1	-	-
CO 4	2	2	2	3	1	1	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Basic Understanding Of Microbiology	Structure and classification of bacteria	B.R.5
2			Structure and classification of bacteria	B.R.5
3			Staining Techniques	B.R.5
4			Staining Techniques	B.R.5
5			Plasmids and its types	B.R.3
6			Plasmids and its types	B.R.3
7			Identification and Classification of plasmids	B.R.4,5,6
8			Identification and Classification of plasmids	B.R.4,5,6
9			Modes of reproduction in bacteria	B.R.5
10			Modes of reproduction in bacteria	B.R.5
11			Modes of reproduction in bacteria	B.R.5
12			General characteristics of viruses	B.R.5
13			Classification of viruses	B.R.5
14			Classification of viruses	B.R.5
15			Replication of Bacteriophages	B.R. 5
16			Replication of Bacteriophages	B.R. 5
17			Replication of Bacteriophages	B.R. 5
18			Growth of Bacterial phases	B.R.5
19			Measurements of Bacterial growth	B.R.5
20			Measurements of Bacterial growth	B.R.5
21			Measurements of Bacterial growth	B.R.5

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO: 1****LO :** To understand structure and classification of microorganisms and their different modes.

22	Unit -II	Introduction to Fermentation Technology	Design of typical fermentor	B.R4,6
23			Design of typical fermentor	B.R4,6
24			Control of fermentation Parameters	B.R4,6
25			Control of fermentation Parameters	B.R4,6
26			Major type of fermentation process	B.R4,6
27			Major type of fermentation process	B .R4,6
28			Production of ethyl alcohol	B .R4,6
29			Production of penicillin	B.R4,6
30			Production of penicillin	B.R4,6

C0: 2**LO:** To understand basic design of fermentor and process related to fermentation technology for production of various products.

31	UNIT 3	Immunology type of immunity	Various type of immunity	B R 1,2
32			Various type of immunity	B R 1,2
33			Various type of immunity	B R 1,2
34			Primary and secondary immune response	B R1,2
35			Primary and secondary immune response	B R 1,2
36			Humoral and cell mediated immunity	B R 1,2
37			Humoral and cell mediated immunity	B R1,2
38			Cell of immunity system	B R1,2
39			Cell of immunity system	B R1,2
40			Organ of immune system	B R1,2

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41			Organ of immune system	B R1,2
CO: 3				
LO : To Understand different types of immunity of human body and cells and organs of immune system along with their function.				
44	UNIT 4	Immunology : Antigen and their reactions with antibody	Antigen : its type ,haptenes , epitones	B R1,2
45			Antigen : its type ,haptenes , epitones	B R1,2
46			Structure of antibody	B R1,2
47			Structure of antibody	B R1,2
48			Properties of antibody	B R1,2
49			Function of immunoglobulins	B R1,2
50			Function of immunoglobulins	B R1,2
51			Function of immunoglobulins	B R1,2
52			Antigen and antibody reaction	B R1,2
53			Precipitation reactions	B R1,2
54			Precipitation reactions	B R1,2
55			Agglutination reaction	B R1,2
56			Agglutination reaction	B R1,2
57			ELISA technique and type	B R1,2
58			ELISA technique and type	B R1,2
CO: 3				
LO: To study different types of antigens and antibodies and interactions between them.				
59			ELISA technique and type	B R1,2
60			ODD – Ochterlony’s double diffusion	B R1,2
61			Radial immnodiffusion	B R1,2

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62		Concept about vaccines	B R2,4
63		Type of vaccines	B R2,4
64		Basic of animal cell culture	B R6,4
65		Different type of media	B R6,4
66		Initiation of culture	B R6,4
67		Secondary culture method	B R6,4
68		Different type of cell lines	B R6,4
69		Growth curve of cells in culture	B R6,4
70		Methods of tranfection of cell	B R6,4
71		HAT selection method for hybrids and markers	B R6,4
72		Antibiotic resistance concept	B R6,4
73		Study of expression of clone protein in animal cells and tissues	B R6,4
74		Concept and application of system cell	B R6,4
75		Concept and application of system cell	B R6,4
CO: 4			
LO 5: To understand basic layout of animal cell culture technique and application of stem cell technology.			

VI: Book References:

- 1.Immunology Author – J.Kuly. W.H. Freeman
2. Lecture notes in immunology – IR Todd. Wily Blackwell
- 3.Microbial genetics Author- Frcifelder. Greth Stevens publishing
4. Biotechnology Author-U.Satyanarayan. Books and Allied Ltd.
- 5.Microbiology Author-Pelczar. MC Graw Hill Education
- 6.Animal biotechnology Author-Ranga MM. Agro bios Ltd.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment**Subject: , Immunology,animal cell culture****B.Sc. Life Science V Semester**

Goal : To develop basic concept of immune response , microbiology and animal tissue culture among students.

Objective: To make students learn about antigen antibody , normal microflora , pathogen, animal tissue culture technique and applications.

13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of immunology, microbiology, and animal tissue culture and further to develop research accumen related to these fields.	% Students having the basic concept of immunology, microbiology, and animal tissue culture and to become competent to get placed in work field.	% Students having understanding about immunology , microbiology , animal tissue culture.	% Students Need More efforts to understand concept of immunology , microbiology , animal tissue culture

IX: Scheme of internal marks

Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

B.Sc. Life Science V Semester**Subject: Microbiology, Immunology,animal cell culture**

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Biotechnology Paper: Plant And Environmental Biotechnology****Session: Aug - Dec****Class: B.Sc. VI Sem****I: Objective of course:**

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The yearly examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 15 marks will have 15 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 4 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks

III: Course Outcomes (CO):

- CO1 To develop fundamental knowledge in plant biotechnology and its practical application in laboratory and agricultural field.
- CO2 To develop skills on genetic manipulation in plant.
- CO3 To develop knowledge and skills on various aspects of environmental biotechnology and its applications to protect environment.
- CO4 To expose students on potential careers in various field of biotechnology

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	-	3	-	-	-
CO 2	2	2	3	1	3	-	-	-
CO 3	3	3	-	-	3	2	-	-
CO 4	1	-	-	-	-	2	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	I	Introduction to Plant Tissue culture	Introduction to Plant Tissue culture (PTC)	B.R.1,2,3,4
2			History of Plant Tissue culture (PTC)	B.R.1,2,3,4
3			Requirements of PTC	B.R.1,2,3,4
4			Media-types, composition, preparation	B.R.1,2,3,4
5			Explant selection, sterilization of samples and laboratory	B.R.1,2,3,4
6			Growth regulators-types and uses	B.R.1,2,3,4
7			Types of PTC-Concept and process of Callus culture	B.R.1,2,3,4
8			Selection & maintenance of callus	B.R.1,2,3,4
9			Concept of Single cell culture	B.R.1,2,3,4

CO: 1, 4**LO 1 :** General introduction on the concept of plant tissue culture.

10	II	Techniques in Plant Tissue Culture	Concept & application of Micropropagation	B.R.1,2,3,4
11			Concept & application of Organogenesis	B.R.1,2,3,4
12			Concept & application of Somatic Embryogenesis	B.R.1,2,3,4
13			Concept & process of Anther culture	B.R.1,2,3,4
14			Concept & process of Ovary culture	B.R.1,2,3,4
15			Production of haploid & their uses	B.R.1,2,3,4
16			Cytodifferentiation	B.R.4
17			in vitro pollination	B.R.4
18			in vitro fertilization	B.R.4

CO: 1,4**LO 2 :** To understand different types of plant tissue culture and its techniques.

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19	III	Plant Biotechnology	Concept & process of Protoplast technology	B.R.1,2,3,4
20			Concept & process of Protoplast fusion	B.R.1,2,3,4
21			Concept & process of Somatic hybridization	B.R.1,2,3,4
22			Concept of Cybrids, markers for selection of hybrid cell	B.R.1,2,3,4
23			Introduction to transgenic plants	B.R.1,2,3,4
24			Introduction to Agrobacterium species	B.R.1,2,3,4
25			Genetic manipulation of plants	B.R.1,2,3,4
26			Concept of transfection methods	B.R.1,2,3,4
27.			Advantages of transgenic plants	B.R.1,2,3,4

CO: 1,2, 4**LO 3 :** To developed knowledge on protoplast culture, transgenic plants and transfection methods.

28	IV	Environmental Biotechnolgy	Concept on conventional fuels & impact on environment	B.R. 5,6
29			Concept on modern fuels & impact on environment	B.R. 5,6
30			Comparison on different fuels & recent aspects	B.R. 5,6
31			Concept on Plant based petroleum industry	B.R. 5,6
32			Cellulose degradation for combustible fuels & impact on environment	B.R. 5,6
33			Microbial leaching of copper & uranium	B.R. 5,6
34			Concept on Biorecovery of petroleum-MEOR	B.R. 5,6
35			Concept on bioremediation of petroleum products, leather, textile and paper	B.R. 5,6
36			Concept on biodeterioration	B.R. 5,6

CO: 3, 4**LO 4:** Detailed knowledge environmental biotechnology, various fuels and their environmental impact, bioremediation and biodeterioration.

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37	V	Applications in Environmental Biotechnology	Introduction to bacterial biopesticides	B.R. 5,6, 7
38			Introduction to fungal biopesticides	B.R. 5,6, 7
39			Concept on genetically modified crops	B.R. 5,6, 7
40			Concept on biofertilizers-nitrogen fixers & PSB	B.R. 5,6, 7
41			Concept on biofertilizers- Mycorrhiza & VAM	B.R. 5,6, 7
42			Concept on Biosensors & Biopolymers	B.R. 5,6, 7
43			Concept on biochips,biofilms, & bioplastics	B.R. 5,6, 7
44			Microorganisms as bioindicators	B.R. 5,6, 7
45			Concept on biological weapons & bioterrorism	B.R. 5,6, 7
CO: 3, 4				
LO 5 : To provide skills on agriculture biotechnology such as biopesticides, GMO, Biofertilizers etc.				

VI: Book References:

1. Methods In Plant Tissue Culture, U. Kumar, Agrobios (India), 2008.
2. Biotechnology, B.D. Singh, Kalyani Publishers, 2017
3. Plant Biotechnology, H.S. Chawla, 3rd Edition, Science Publisher, 2000
4. Plant Biotechnology, Purohit & Razdan, Intercept Ltd.
5. Text Book of Environmental Biotechnology, Mahapatra Pradeep TA
6. Environmental Biotechnology, S.K.Agrawal, A.P.H. Publishers, 1999
7. Tex book of Biotechnology, Anil Kumar, I.K. International Pvt. Ltd.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VII: Notes:**

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Plant and Environmental Biotechnology			
B.Sc. VI Semester			
Goal: Students develop the ability to perform plant tissue culture and increase knowledge on current trends environmental biotechnology. The topics include Plant Tissue Culture its techniques and types, transgenic plants and its process, fuels its types and degradation, microbial leaching, MEOR, bioremediation and biodeterioration, Biofertilizers and applications of biotechnology			
Objective: Students gain understanding on PTC both theoretically and practically to develop self entrepreneurial skills and confidence for future job perspective			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having very good understanding of Plant Tissue Culture, biotechnological engineering, concept and applications on environmental biotechnology	% Students have basic understanding of Plant Tissue Culture, biotechnological engineering and environmental biotechnology	% Students have less understanding about PTC and biotechnological engineering	% Students Need More Efforts and hard work for developing Basic Concept of PTC and biotechnological engineering.

IX: Scheme of internal marks

Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50	150	15

DEPARTMENT OF BIOTECHNOLOGY, INDORE**Lesson Plan****Subject: Life sciences (Molecular biology, genetic engineering, plant tissue culture)****Session: January-May****Class: B.Sc. Sem VI**

I: Objective of course: The student will have all knowledge pertaining to DNA and its function, gene expression and its regulation, manipulations of DNA by using various techniques and plant tissue culture and its applications

II: Examination: The faculty member will award internal marks out of 15 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 100 marks (15 Marks for internal and 85 marks for theory paper) The theory Paper will have three sections A, B and C. Section A worth 15 marks will have 15 Multiple choice questions. Section B carrying 20 marks will contain five optional short answer type questions each of 4 marks. And the section C carrying 50 marks will contain five optional Long answers type questions each of 10 marks

III: Course Outcomes (CO):

- CO1 Be able to describe fundamental principles of molecular biology e.g. central dogma
- CO2 Be able to explain the fundamental structure, properties and processes in which nucleic acids play a part.
- CO3 Be able to understand the principles of cloning and genetic manipulation and their application in various fields of biotechnology
- CO4 Develop fundamental knowledge in plant biotechnology and its application in

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	-	-	-	-	-	-
CO 2	1	3	2	1	1	-	-	-
CO 3	1	1	-	-	2	2	-	-
CO 4	2	2	2	-	2	-	-	-

DEPARTMENT OF BIOTECHNOLOGY, INDORE**V: Session Plan:**

Lecture no.	Unit no.	Unit Name	Topics	Reference
1	-	-	Introduction to the subject and the specific paper	
2	1	DNA replication, transcription, spicing and transposons	Salient features of DNA replication	B.R. 1,2,4
3			DNA replication in prokaryotes	B.R. 1,2,4
4			DNA replication in prokaryotes	B.R. 1,2,4
5			DNA replication in eukaryotes	B.R. 1,2,4
6			Transcription in prokaryotes	B.R. 1,2,4
7			Transcription in eukaryotes	B.R. 1,2,4
8			RNA processing- capping, tailing and polyadenylation	B.R. 1,2,4
9			Splicing	B.R. 1,2,4
10			Transposable elements	B.R. 1,2,4
CO 1,2				
LO 1: Understand the concepts of DNA replication, transcription, splicing and transposons				
11	2	Expression of genes and regulation of gene expression	Genetic code	B.R. 1,2,4
12			Translation in prokaryotes	B.R. 1,2,4
13			Translation in eukaryotes	B.R. 1,2,4
14			Transcription factors	B.R. 1,2,4
15			Operon concept	B.R. 1,2,4
16			Lac operon	B.R. 1,2,4
17			Trp operon	B.R. 1,2,4
18			Gene regulation in eukaryotes	B.R. 1,2,4

DEPARTMENT OF BIOTECHNOLOGY, INDORE**CO 2****LO 2:** Understand genetic code and how gene expression is regulated

19	3	Genetic engineering	Isolation of genomic DNA from bacteria, animals and plants	B.R. 3,5,6
20			Isolation of plasmid from bacterial cells	B.R. 3,5,6
21			Restriction enzymes	B.R. 3,5,6
22			Other enzymes of genetic engineering	B.R. 3,5,6
23			Cloning vectors- pUC, phage λ	B.R. 3,5,6
24			Cloning vectors- cosmids and M13	B.R. 3,5,6
25			Introduction of DNA in living cells	B.R. 3,5,6
26			Expression and detection of clones	B.R. 3,5,6
27			Southern blotting	B.R. 3,5,6
28			Northern blotting	B.R. 3,5,6
29			Western blotting	B.R. 3,5,6
30			PCR	B.R. 3,5,6
31			RAPD, RFLP	B.R. 3,5,6

CO3**LO3:** Have knowledge in recombinant DNA technology including PCR, genetic mapping and gene isolation and cloning.

32	4	Plant tissue culture	Terms and definition of plant tissue culture	B.R. 7
33			Media ingredients	B.R. 7
34			Types of media and sterilizing agent	B.R. 7
35			Initiation of callus and isolation of single cells	B.R. 7

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36			Suspension cultures and batch cultures	B.R. 7
37			Cytodifferentiation and organogenic differentiation	B.R. 7
38			Protoplast culture	B.R. 7
39			Cybrids	B.R. 7
40			Application of tissue, cell and protoplast fusion in agriculture	B.R. 7
41			Application of tissue, cell and protoplast fusion in horticulture	B.R. 7
42			Application of tissue, cell and protoplast fusion in pharmaceutical industry	B.R. 7

CO 4

LO 4: Explain basic concepts of plant tissue culture.

43	5	Plant biotechnology	General techniques of clonal propagation	B.R. 5,8
44			Factors affecting clonal propagation and applications	B.R. 5,8
45			Production of haploid plants	B.R. 5,8
46			Factors affecting androgenesis, limitations and applications	B.R. 5,8
47			Methods of gene transfer for plant transformation <i>Agrobacterium</i> mediated	B.R. 5,8
48			Direct methods of gene transfer	B.R. 5,8
49			Selection and identification of transformed cells	B.R. 5,8
50			Applications	B.R. 5,8

CO 4

LO 5: Describe various methods of clonal propagation and plant transformation and their applications in various fields.

DEPARTMENT OF BIOTECHNOLOGY, INDORE**VI: Book References:**

- 1 Cell and molecular biology: PK Gupta, Rastogi Publications
- 2 Cell biology, genetics, molecular biology and evolution: PS Verma and VK Agarwal, S Chand Publications
- 3 Elements of Biotechnology: PK Gupta, Rastogi Publications
- 4 Instant notes on Molecular biology, turner, Viva publications
- 5 Advanced Biotechnology: RC Dubey, S Chand Publications
- 6 Genetic engineering: S Chand Publications
- 7 Plant tissue culture: theory and practice: SS Bhojwani and MK Razdan, Elsevier, Holland
- 8 Molecular biotechnology: Glick and Pasternak

VII: Notes:

1. There will be individual assignment
2. Class tests will be based on theoretical and practical aspect of the subject.
- 3 The result of each tests/assignment will be declared within one week
- 4.. Late submissions will not be accepted in any case
- 5..Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment			
Subject: Life science			
B.Sc. VI Sem			
Goal : The student will have clear concepts of molecular biology, genetic engineering and plant tissue culture			
Objective: The student will have all knowledge pertaining to DNA and its function, gene expression and its regulation, manipulations of DNA by using various techniques and plant tissue culture and its applications			
13-15 Marks	8-12 Marks	4-7 Marks	0-3 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having all the concept pertaining to DNA and its function, gene expression and its regulation, manipulations of DNA by using various techniques and plant tissue culture and its applications	% Students having all the concept pertaining to DNA and its function, gene expression and its regulation, manipulations of DNA by using various techniques and plant tissue culture and its applications	% Students having basic understanding about general molecular biology, genetic engineering and plant tissue culture	% Students Need More Efforts for general molecular biology, genetic engineering and plant tissue culture

DEPARTMENT OF BIOTECHNOLOGY, INDORE**IX: Scheme of internal marks**

Quiz/GD/Viva	Assignment	Class test	Total	Final total out of
50	50	50		

DEPARTMENT OF COMMERCE, IPS ACADEMY

PROGRAM OUTCOME

B.Com. (Plain)

1. This program could provide well tainted professionals for the industries, banking sectors, insurance companies, financing companies, Transport agencies, warehousing etc. to meet the well trained men power requirements. The graduates will get hands on experience in various aspects acquiring skills for marketing manager, selling managers, overall administration abilities of the companies.
2. After completing this course they can become a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary teacher, professor, stock agents and get govt. jobs easily.
3. The course offer the number of value based and job oriented courses (Industry visit, summer training) ensures that students are trained can get aware about the present scenario of the world.
4. Create a base to compete and participate and gain leadership positions in organizations at National and International levels
5. Through this course department is putting efforts to nurture entrepreneurial skills and capabilities.
6. Demonstrate an understanding of the concept, principles theories and arguments of the area of economics and business.
7. Demonstrate a knowledge of micro economic theory as it relates to market firms, gov. policy and recourse allocation.
8. To enlighten the student's knowledge on banking regulation acts after the successful completion of the course the students should have a thorough knowledge on Indian banking system and acts pertaining to it.

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Mathematics****Session: July-June****Class: B.Com. I year Pass Courses**

I: Objective of course: The objective of this course is to teach the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: have basic knowledge in the areas of business calculus and financial mathematics

CO2: be able to work with simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.

CO3: be able to understand and use equations, formulae, and mathematical expressions and relationships in a variety of contexts

CO4: apply the knowledge in mathematics (matrices, percentage, ratio- proportion, averages) in solving business problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2	2		
CO 2		2			2	2	2	2
CO 3		2		2	2	2		
CO 4	3			2	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Ratio – gaining and Sacrificing Ratio, proportion, Percentage, Commission, Discount and Brokerage	Ratio- Meaning, features and types of ratio.	B.N.4
2			Ratio related to partnership	B.N.4
3			Profit sharing ratio, Sacrificing ratio & Gaining ratio.	B.N.4
4			Ratio Short numerical questions.	B.N.4
5			Ratio- Long numerical questions	B.N.4
6			Ratio- Long numerical questions	B.N.4
7			Ratio- Long numerical questions	B.N.4
8			Proportion- Meaning, rules & kinds.	B.N.4
9			Problems related to Inverse & compound proportion.	B.N.4
10			Problems related to continued & direct proportion	B.N.4
11			Percentage- Rules & numerical.	B.N.1
12			Percentage- Numerical.	B.N.1
13			Percentage- Numerical	B.N.1
14			Commission- Calculation of different types of commission	B.N.1
15			Commission- Practical Problems	B.N.1
16			Commission- Practical Problems	B.N.1
17			Discount & Brokerage- Meaning and different types.	B.N.1
18			Practical problems regarding Discount & brokerage.	B.N.1
19			Practical problems regarding Discount & brokerage.	B.N.1
CO: 1, 4				
LO: Able to solve different problems regarding ratio and percentage.				
20	2	Simultaneous Equations – Meaning,	Simultaneous Equations- Methods of solving equations.	B.N.3
21			Problems relating to Number and Fraction.	B.N.3

22		Characteristics, Types and Calculations. Preparation of invoice.	Problems relating to Age.	B.N.3
23			Solving Miscellaneous Problems.	B.N.3
24			Solving Miscellaneous Problems.	B.N.3
25			Solving Miscellaneous Problems.	B.N.3
26			Preparation of Invoice- Meaning & advantages.	B.N.3
27			Objects and methods of preparing Invoice.	B.N.3
28			Kinds or types of Invoices	B.N.3
29			Preparation of Invoice- Practical Questions.	B.N.3
30			Preparation of Invoice- Practical Questions.	B.N.3
31			Preparation of Invoice- Practical Questions.	B.N.3
32			Preparation of Invoice- Practical Questions.	B.N.3
CO: 2,3				
LO: Framing and solving equations, Invoice preparation.				
33	3	Elementary Matrices – Definitions and Calculations, Types of Matrices.	Elementary Matrix- Meaning and Definitions	B.N.4
34			Elementary Matrix- Rules regarding calculations.	B.N.4
35			Types of Matrix.	B.N.4
36			Addition of Matrices.	B.N.4
37			Subtraction of matrices.	B.N.4
38			Multiplication of a matrix – Procedure.	B.N.4
39			Multiplication of a matrix by a Scalar or constant.	B.N.4
40			Solving Numerical questions of Matrix	B.N.4
41			Solving Numerical questions of Matrix	B.N.4
42			Solving Numerical questions of Matrix	B.N.4
43			Word problems regarding Matrices.	B.N.4
44			Word problems regarding Matrices	B.N.4

45			Word problems regarding Matrices	B.N.4
CO: 4				
LO: Conceptual knowledge of Matrices				
46	4	Logarithms and Antilogarithms- Principles and Calculations, Simple and Compound Interest.	Logarithms and their application.	B.N.1
47			Rules of conversion of simple sums into logarithms.	B.N.1
48			Antilogarithm- Method and Rules.	B.N.1
49			Numerical questions of logarithms.	B.N.1
50			Numerical questions of logarithms.	B.N.1
51			Simple Interest- Formulas and Calculation.	B.N.1
52			Simple Interest- Practical Problems.	B.N.1
53			Simple Interest- Practical Problems.	B.N.1
54			Simple Interest- Practical Problems.	B.N.1
55			Compound Interest and Simple interest.	B.N.1
56			Calculation of compound Interest.	B.N.1
57			Calculation of compound Interest - Practical's.	B.N.1
58			Calculation of compound Interest - Practical's.	B.N.1
59			Calculation of compound Interest – Practical's.	B.N.1
60			Calculation of compound Interest - Practical's.	B.N.1
CO: 2				
LO: Able to calculate interest with the help of log table				
61	5	Averages- Simple, Weighted and Statistical Averages, Arithmetic Mean, Harmonic mean, Geometric mean. Profit and loss.	Profit & Loss- Meaning & important Formulae	B.N.5
62			Practical questions related to profit & loss.	B.N.5
63			Practical questions related to profit & loss.	B.N.5
64			Practical questions related to profit & loss.	B.N.5
65			Practical questions related to profit & loss.	B.N.5
66			Calculation of simple averages.	B.N.2

67		Calculation of Weighted averages.	B.N.2
68		Calculation of arithmetic mean.	B.N.2
69		Calculation of harmonic mean	B.N.2
70		Calculation of Geometric mean	B.N.2
CO: 1,4			
LO: Knowledge of statistical averages, finding out profit & loss.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Business mathematics, Sahitya Bhawan Publication.
2. C. Sancheti, Business Math's, S.Chand Publishing House.
3. Ramesh Mangal, Business mathematics, Satish Printers and publishers.
4. Sanjay Mehta, Business Mathematics, Devi Ahilya Prakashan.
5. M. Raghavachari, Mathematics for Management, tata mcgraw hill publishers.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
B.Com. I Year			
Goal: Students develop the ability to work simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.			
Objective: Students gain understanding of the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Mathematics.	% Students having the desirable understanding of Business Mathematics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – I Year

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrA
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpkSa dks ifjfr djKds muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C..

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&lank ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn lank] okD;&lajpuk] i=&ys[ku ,oa Hkko&iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;ksa vkSj fodkl dh fn"kkvksa ls ifjfr gksxsA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo" k;ksa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsA rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsA vkn'kZ ukxfjd o l{ke ekuo gksxkA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
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CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V Session Plan :

Lecture No.	Unit	Topic	Sub Topic	Reference
1	bdkbZ&I	Lora=rk iqdkjrh	Lora=rk iqdkjrh dk vFkZ o 'kCnak'k dk dsUnzh;Hkko le>kdj iz'u dza-1 djok;saxsaA	B.No 1
2		iq"i dh vfHkyk"kk	iq"i dh vfHkyk"kk dk vFkZ o dfo ifjp; 1 o iz'u mRrj A	B.No 1
3		okD; lajpuk vkSj v'kqf);Wak	okD; dh ifjHkk"kk o izdkjksa dks le>kb;sA	B.No 1
4			'kCn le>k,xs	B.No 1
Co:1				
Lo-1- Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxhA 'kghnksa ds fy, eu esa Ja)ktfy dh Hkkouk tkx`r gksxhA okD; 'kq) fy[kuk o mPpkfjr djuk fodflr gksxkA				
5	bdkbZ&II	ued dk njksxk	ued dk njksxk dgkuh le>k,xs o mldk lkjak'k fy[kok;saxsaA	B.No 1
6			iz'u&mRrj djok;saxsaA	B.No 1
7		,d Fks jtkk Hkkst	,d Fks jtkk Hkkst dk vFkZ le>kdj	B.No 1
8			iz'u&mRrj djok;saxsaA	B.No 1
9		i;kZ;okph foykse ,dkFkhZ vusdkFkhZ	i;kZ;okph] foykse ,dkFkhZ] vusdkFkhZ] lRo;qXe] llr;qXe] le>kdj iwNsaxsaA	B.No 3
CO1				
LO:2 u,&u, 'kCnksa ls ifjpr gksxsa rFkk lR; ds ekxZ ij pyus ds fy, izsfjr gksxsaA				
7	bdkbZ&III	Hxxoku cq) yksdra= ,d /keZ gS	Hxxoku cq) ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No 1
8		ugha :drh gS unh	yksdra= ,d /keZ gS dk ifjp; nsdj iz'u mRrj djok;saxsaA	B.No 1

9		iYyou	iYyou dk vFkZ le>kdj iYyou fy[kus dks nsxsaA	B.No 2
10			iYyou fy[kok;saxsaA	B.No 2
Co:3				
LO-3- vfgalk o d:..kk dk Hkko tkx`r gksxk rFkk lcls egRoiw.kZ gS deZ djukA deZ ds fcuk euq"; dHkh Hkh IQy ugha gks ldrk gSA deZ dks ysdj tkx:drk dh Hkkouk fodflr gksxhA				
11	bdkbZ&IV	vQlj	vQlj O;aX; le>kdj mldk ifjp; nsdj iz'u mRrj djok;sxsaA	B.No 1
12		gekjh lakLd`frd ,drk laxzg esa	Hkkjfr; lakLd`frd ,drk laxzg le>kdj mnkgj.k nsdj le>k,xsaA	B.No 1
13			iz'u mRrj djok;saxsaA	B.No 1
14		la{ksi.k ¼ladfyr½	la{ksi.k dk ifjp; nsdj la{ksi.k dk egRo o fy[kus dks nsaxsaA	B.No 2
Co 3				
Lo:3,4 ,drk dh Hkkouk fodflr gksxh vkSj laLd`fr o IH;rk ds fy, eu esa Hkkouk fodflr gksxhA				
15	bdkbZ&V	uSfrd ewY; ifjp; ,oa oxhZdj.k	uSfrd ewY; dk oxhZdj.k] ifjp;] o vFkZ le>k,xsaA	B.No 1
16			iz'u&mRrj djok;sxsaA	B.No 1
17		vkpj.k dh IH;rk varKfu vkSj uSfrd vli nhiks Hko	vkpj.k o O;ogkj dk ifjp; nsdj thou uSfrd thou dk egRo le>k,xsaA	B.No 1
18			uSfrd thou dk egRo le>k,xsaA	B.No 1
19		vli nhiks Hko	vli nhiks Hko% ikB dk vFkZ le>k,xsaA	B.No 1
20			iz'u mRrj djsaxsaA	B.No 1
VI: Book Reference : fgUnh Hkk"kk vkSj uSfrd ewY; , Madhya Pradesh Hindi Granth Academy Bhopal vfjgUr lkekU; fgUnh, Arihant publication Madhya Pradesh. Y;wlsUV tuvj fgUnh , Lucent Publication Patna				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective. cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzfLr gksaxsA u,&u, 'kCnksa ls ifjfpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business law****Session: July-June****Class: B. Com. I Year (Pass course)**

I: Objective of course: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify the fundamental legal principles behind contractual agreement.

CO2: Able to understand basic knowledge of the important business legislation along with relevant case law.

CO3: Help to understand the knowledge of the legal environment & principles in which a consumer & business operates.

CO4: Help student to bind maintain legally enforceable relations and conduct business and non- business transactions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				1	2		
CO 2	2	2				2		2
CO 3	3					3		
CO 4			1			3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Indian Contract Act 1872 – Definition, Nature of Contract, Offer & Acceptance, Capacity of parties to Contract, Free Consent and Consideration, Expressly declared Void agreement, Performance of Contract.	Introduction & Meaning of Contract Act 1872	B.N.1
2			Nature & Characteristics of Contract	B.N.1
3			Types Of Contract Essentials of a valid Contract	B.N.2
4			Difference between Agreement & Contract	B.N.2
5			All Contracts are agreements but all agreements are not contract	B.N.1
6			Meaning & characteristics of -proposal or offer.	B. N 2
7			Legal rules as to offer or proposal.	B. N. 3
8			Meaning & legal rules of Valid acceptance.	B.N.3
9			Capacity of Parties to Contract – meaning & competent person.	B. N. 2
10			The rules Governing Judicial Philosophy as to Minors.	B.N.1
11			Persons of unsound mind.	B.N.1
12			Persons Disqualified by Laws.	B.N.1
13			Meaning & definition of Free consent.	B.N.1
14			Meaning & essentials of Coercion.	B.N.3
15			Essentials of Undue Influence.	B.N.3
16			Difference between Coercion & Undue Influence.	B.N.4
17			Elements of Fraud & Silence as Fraud.	B.N.3
18			Ways or Acts of Misrepresentation.	B.N.1
19			Mistake of Law & Mistake of Fact	B.N.1

20			. Meaning & Definitions of Consideration.	B.N.2
21			Contract without consideration is void.	B.N.3
22			Void Agreements – Agreements in Restraint of Trade.	B.N.1
23			Introduction of Performance of contract	B.N.2

CO: 1**LO:** Oldest Act developed Interest and knowledge in basic legal procedure.

24			Modes of Discharge of Contract.	B.N.2
25			Difference between Notation & Alteration.	B.N.2
26			The Doctrine of Frustration.	B.N.3
27			Types of Breach of Contract.	B.N. 1
28			Remedies for Breach of Contract.	B.N.2
29			Meaning & Essential features of contract of Indemnity.	B.N.2
30			Meaning & Kinds of Guarantee.	B.N.1
31			Meaning, definition & essentials of Bailment.	B.N.1
32			Rights & duties of Bailer & Baillie.	B.N.2
33			Meaning & rules of Agency.	B.N.1
34			Agency by Ratification.	B.N.1
35			Relation of Principal & Agent.	B.N. 2
36			Termination of Agency.	B.N.2
37			Meaning & definition of Pledge.	B.N.1
38			Rights and duties of Pledge & Pledger.	B.N.1

CO: 3				
LO: Got basic knowledge of the important business laws along with relevant case laws				
39	3	Negotiable Instrument Act 1881 – Definition , Features ,Promissory note ,Bill of Exchange and Cheques , Holder and Holder in Due Course, Crossing of Cheque, Types of Crossing , Dishonor and Discharge of Negotiable Instrument	Meaning & definition of Negotiable Instrument. .	B.N.2
40			Kinds of Negotiable Instrument.	B.N.2
41			Essentials of Promissory Note.	B.N.4
42			Meaning & essentials of Bill of Exchange.	B.N.4
43			Meaning & essential elements of Cheque.	B.N.3
44			Classification of Negotiable Instrument.	B.N.5
45			Rights & Privileges of Holder in Due Course.	B.N.2
46			Meaning of Crossing of Cheque.	B.N.3
47			Kinds of Crossing of Cheque.	B.N.3
48			Protection to collecting Banker.	B.N.2
49			Provisions regarding Dishonor of Cheque.	B.N.3
50			Meaning of Dishonor of Instruments.	B.N.3
51			Rules as to compensation for dishonor.	B.N.2
52			Modes of discharge.	B.N.3
53			Noting and protest.	B.N.1
CO: .3				
LO: Students can able to use Negotiable Instrument in practical life.				
54	4	Consumer Protection Act 1986- Main	Meaning & definition of Consumer Protection Act 1986.	B.N.3
55			Salient features of Consumer protection act.	B.N.4

56	Provisions, Consumer Disputes, Consumer Disputes Redressal Agencies .MRTP Act – Meaning, scope, Importance and main provisions.	Introduction & procedure of District Forum.	B.N.3
57		Introduction & procedure of National Commission.	B.N.3
58		Introduction & procedure of State Commission.	B.N.3
59		Three –Tier mechanism for promoting consumer rights.	B.N.2
60		Consumer Disputes and redressal agencies.	B.N.2
61		Introduction & objectives of MRTP Act 1969.	B.N.2
62		Extent and commencement of the Act.	B.N.3
63		Non –Applicability of the Act.	B.N.3
64		Main provisions of the Act.	B.N.3

CO: 3**LO:** Learn how to pursue the Consumer rights under Consumer Protection Act .

65	5	Foreign Exchange Management Act 2000 (FEMA) – Objectives and Main Provisions , Introduction to Intellectual Property Right Act – Copyright , Patent and Trademark	Meaning & definition of Foreign Exchange Management Act 2000.	B.N.1
66			Salient features of FEMA.	B.N.2
67			Difference between FERA & FEMA.	B.N.1
68			Meaning & definition of Intellectual property rights.	B.N.3
69			Objectives of IPRs.	B.N.3
70			Enforcement of IPRs.	B.N.3
71			Salient features of The Copyright Act 1957.	B.N.2
72			Assignment of Copyright.	B.N.2
73			Salient features of The Patent Act 1970.	B.N.2
74			Registrar of Patents.	B.N.2
75			Working of Patents.	B.N.2
76			Salient features of Trademark Act 1999	B.N.3

77		Extent & commencement of Trademark.	B.N.3
78		Grounds for refusal of registration of trademark.	B.N.2
CO: 2			
LO: Have knowledge about basic Intellectual property rights.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L. Nolakha, Business Law ,R.B.D.Publications,.
2. G. K. Varshney, Business Law ,Sahitya Bhawan Publications.
3. Anup Vyas , Business Law ,Yashraj Publications.
4. S. N. Maheshwari , Business Law ,Himalaya Publishing house .
5. S. S. Gulshan , Business Law ,Excel Books.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. class test will be based on theoretical and practical aspect of the subject.
3. class performance and discipline will be an important factor for assessing internal marks.
4. the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business law			
B.Com. 1 st Year			
Goal : Students develop the ability to understand the knowledge of the legal environment , principles enforceable relations and conduct business and non- business transactions.			
Objective: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Law.	% Students having the desirable understanding of Business Law.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Organization****Session: July-June****Class: B.Com. I year**

I: Objective of course: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To understand the concepts of the business, organization and the various forms of organization.

CO2: To understand the promotion of business and its stages.

CO3: To make them understand the merits and demerits of multinational corporation

CO4: To explain them modern forms of communication like fax, Emails, video conferencing etc

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	3		3	2	1			
CO 3				3				
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Business Organization	Syllabus discussion, meaning of Business and organization	B.N.-1
2			Definition, concept and characteristics of B.O.	B.N.-1
3			Objectives of B.O.	B.N.-1
4			Significance of Business	B.N.-1
5		Social responsibilities of B.O.	Social responsibilities of B.O.	B.N.-2
6			Promotion of business- meaning of promoter	B.N.-2
7			Types and functions of promoter	B.N.-2
8			Functions of Business Promotion	B.N.-1
9			Factors to be considered for setting up business enterprise	B.N.1
10			Stages of Business Promotion	B.N.-2
11			Stages of Business Promotion	B.N.-2
12		Sole Proprietorship	Sole Proprietorship-meaning, characteristics	B.N.-2
13			Advantages of Sole Proprietorship	B.N.-2
14			Disadvantages of Sole Proprietorship	B.N.-1
15			Importance of Sole Proprietorship	B.N.-1
16		Partnership	Partnership Deed-meaning, registration	B.N.-1
17			Rights and duties of partners	B.N.-2
18			Advantages and disadvantages of partnership	B.N.-1

19			Dissolution of partnership firm	B.N.-2
20			Dissolution of partnership firm	B.N.-1
CO: 1 and2				
LO: Explained the students about the various forms of business organizations.				
21	2	Company	Company-meaning, definition	B.N.-3
22			Characteristics of Company	B.N.-3
23			Private Company-meaning, definition	B.N.-1-
24			Characteristics of Private Company	B.N.1
25			Public Company- meaning, definition	B.N.-2
26			Characteristics of Public Company	B.N.-2
27			Advantages and disadvantages of Public Company	B.N.-2
28			Difference between private and public company	B.N.-2
29			Advantages and disadvantages of company	B.N.-2
30		Co-operative organization	Meaning, need, significance	B.N.-2
31			Merits and demerits of Co-operative organization	B.N.-2
32			Public Enterprises Concept, Meaning	B.N.-2
33			Characteristic of Public Enterprises	B.N. -2
34			Objectives and Significance of Public Enterprises	B.N.-2
35			Business size and location	B.N.-5
36			Plant layout and combination of business	B.N.-5
37		MNCs	Meaning and Introduction	B.N.-5
38			Advantages of Multinational Corporations	B.N.-5
39			Disadvantages of Multinational Corporations	B.N.-5
CO: 2 and3				

LO: Explained them the objectives and significance of plant layout and Business Combination.				
40	3	Communication-	Communication-meaning, definition	B.N.-4
41			Objects and nature of business communication	B.N.-4
42			Importance of business communication to management	B.N.-4
43			Elements of communication and feedback	B.N.-4
44			Dimension and direction of communication	B.N.-4
45			advantages and disadvantages of upward and downward communication0	B.N.-4
46		Means of communication	Means of communication-verbal communication	B.N.-4
47		SWOT Analysis	SWOT Analysis-meaning, parts	B.N.-1
48			SWOT Analysis-Use of SWOT analysis	B.N.-1
49			Importance of SWOT analysis	B.N.-1
50			limitations of SWOT analysis	B.N.-1
51		Feed Back & Directions	Importance of feedback in Organization	
52			Process of Feedback	B.N.-1
53			Directions of Communication	B.N.-4
54			Upward communication	B.N.-4
55			Downward Communication	B.N.-4
CO: 3				
LO: Explained the different dimension and direction of communication				
56	4	Non verbal communication	Non verbal communication-meaning ,functions	B.N.-4
57			Body language and Para language	B.N.-4
58			Body language and Para language	B.N.-4
59		Barriers of communication	Barriers of communication- Physical, organizational	B.N.-4

60			Barriers of communication- Psychological & others	B.N.-4
61			Importance of written communication	B.N.-4
62		Business letter	Business letter-meaning, need	B.N.-4
63		Business letter	Kinds of Business Letter	B.N.-2
64			Essentials of an effective Business Letter	B.N.-2
CO: 3				
LO: Described the channel of communication and barriers in communication				
65	5	Modern forms of communication	Modern forms of communication-Fax, email	B.N.-4
66			Video conferencing	B.N.-4
67			International communication for global business	B.N.-4
68			Opportunities of E-commerce	B.N.-4
69			Significance of E-commerce	B.N.-4
CO: 4				
LO: Explained the different Modern Forms of Communication				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Dr. Khushpat S Jain, Business Organisation
- 2 Dr. Milind Kothari, Business Organisation
- 3 S. Chand, business organization and management,
- 4 R. Chand and Co. Business Communication
- 5 P.C. Tulsian Business organization and management

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Organization			
B.Com. Ist Year			
Goal: To develop understanding among students about various forms of Business organization.			
Objective: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. I yr

Session: July-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the role and importance of entrepreneurship for economic development, developing personal creativity.

CO2: To understanding the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures.

CO3: Entrepreneurship and Innovation minors will be able to find problems worth solving. Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.

CO4: Entrepreneurship and Innovation minors will be able to sell themselves and their ideas, find problems worth solving.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	2		
CO 2	1						1	
CO 3		2	3	2	2	1		2
CO 4					3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Definition, Characteristics & Importance of Entrepreneurship	B.N.1
2			Types of Entrepreneur,	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Goal Determination	Motivational factors of Entrepreneur	B.N.2
6			Motivation to achieve target, Establishment of ideas	B.N.2
7			Setting targets & facing Challenges	B.N.1 &2
8			Challenge of Goal setting	B.N. 2
9			Problems of Goal determination	B.N.1
10			Solutions of problem in Goal Determination	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and setting the goal.				
11	2	Project Proposal	Need , Objects of Organisation	B.N-1 &3
12			Steps of project Planning process exploration	B.N -1
13			objectives & importance of Project report	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Nature of Organisation	Form of Business organization in Private & Government sector	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Factors influencing the choice of suitable form of organization	B.N-1 &3
18			Meaning & Characteristics of Sole Proprietorship, Partnership & Cooperative Committees	B.N-1 &3
19		Production Management	Meaning Definition, Characteristics & Importance of Production Management	B.N-3
20			Production Management – Methods of Purchase	B.N-3
21			Methods of purchase for raw material and goods and quality management, employee management	B.N-3
22		Financial Management	Meaning, characteristics of financial planning	B.N-1
23		Marketing, Marketing,	Sales & the art of selling understanding the market & Market Policy	B.N-1
24		Consumer Management	Consumer Management, Time Management, Role of regulatory institutions – District Industry Centre	B.N-1
CO: 1 & 3				
LO: To Provide knowledge of project proposal needs –object in business and their impact on financial & management aspect in enterprise				
25	3	Role of Regulatory institutions	DIC introduction, functions, problems & suggestions for Success of DIC’s.	B.N-1&2
26			Working of pollution control board, Food & drug administration.	B.N-1&2
27			District level organization.	B.N-1-2
28		Role of development	Role of development Organizations – Khadi & Village Commission/Board M.P. Finance Corporation,	B.N-1,3
29			Scheduled Banks, M.P.Women’s Economics Development Corporation Self	B.N-1,3
30		Self Employment oriented schemes	Employment oriented Schemes –Golden jubilee, Urban employment Scheme,	B.N-1,4
31			prime Minister’s Employment Schemes,	B.N-1,4

32			Startup India campaign, Pradhan Mantri Kaushal Vikas Yojana (PMKVY)	
33			Rani Durgawati Swarojgar Yojna (RDSY), Deendayal Swarojgar Yojna (DDSY)	B.N-1,4
34		Various Grant Schemes	Various grant Schemes – Capital & Interest Power subsidy	B.N-1,3

CO: 1 & 3**LO:** To introduced in different financial schema in growth of entrepreneurs.

35			Economics Management –short term sources of finance	B.N-2
36			Function of Bank, Role of Bank in Entrepreneurial Development	B.N-2
37	4	Financial management	Financial Planning & working Capital	B.N-2
38			Keeping of Accounting	B.N-3
39			Users of accounting	B.N-3

CO: 3**LO:** To knowledge of Financial, accounting management and how to arrange of capital in different resources

40			Main problems of Facing by entrepreneur	B.N-1
41			Problem of capital and long term Financial resources	B.N-1
42	5	Problems of Entrepreneur & solutions	Administrative problems,	B.N-1 &2
43			Problem of Power to Entrepreneur	B.N-1
44			Registration Problems	B.N-1
45			Problems of Ownership	B.N-1&3

CO: 4**LO:** Helps to give proper idea in resolving different type of problems in organization

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment Subject : ENTREPRENEURSHIP DEVELOPMENT B.Com. I yr.

Goal : To Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial, Marketing Management, Problems of Entrepreneur & solutions.

4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of entrepreneurship.	% Students having the desirable understanding of entrepreneurship.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class: B.Com- I Year

I: Objective of course:

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it's an eye opening for students and society

CO2. Vocabulary building is the foundation of language, collection of words makes right impact on spoken and written language. Vocabulary is a key for successful communication.

CO3. This will help students to understand the rules of English language. Grammar lays the basics and correctness of English language.

CO4. This course enhances the writing skills and develops students to comprehend their writing and reading skills

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3			
CO 2		2						
CO 3			1					
CO 4		1	2	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	Where the Mind is Without Fear	Explanation of the Poem, Poet	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		A Hero	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		Tryst with Destiny	Explain the speech by our First Prime Minister	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Indian Weavers	Explanation of the Poem, Poet.	B.NO 1
9			Discussion of Question and answer	B.NO 1
10		The Portrait of a Lady	Discussion about the author and then explaining the story in detail.	B.NO 1
11			Discussion of Question and answer	B.NO 1
12		The Solitary Reaper	Explanation of the Poem, Poet	B.NO 1
13			Discussion of exercises related to poem	B.NO 1
CO1				
LO 1- The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
14	II	Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
15		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
16		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3
CO2				
LO2 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
17		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 2,3,4

18	III	Tenses	Rules of Tenses and their uses	B.NO 2,4,5
19			Practice of Tenses	B.NO 2,4,5
20		Articles	Proper usage of Articles	B.NO 2,4,5
CO3				
LO3 Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage				
21	IV	Comprehension/ Unseen Passage	Decoding of the symbols and comprehending of the message	B.NO 2
22			Practice of Unseen Passage	B.NO 2,3
CO4				
LO4 Students will enrich the ability to understand the text and Passages.				
23	V	Composition and Paragraph Writing	The process of paragraph writing	B.NO 2
24		Paragraph Writing	Drafting a paragraph	B.NO 2,3
CO4				
LO5 Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. I Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: To enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent Comprehension of Language.	% Students having the desirable comprehension of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Accounting****Session: July-June****Class: B.Com. I Year Pass Courses**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the purpose of double entry system to understanding the accounting system properly. Record journal entries bookkeeping and Prepare ledger accounts using double entry accordingly. Preparation of trial balance, ratification of errors and final accounts.

CO2: To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting.

CO3: To understand the concept of royalty and its benefits. To depute the concept of joint venture and Investment & accounting for it.

CO4: Getting acquainted with the consignment accounts & its usage. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2			3		2
CO 2	1	2				2	2	2
CO 3						1	2	2
CO 4						1	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Double Entry System	Meaning, Definition & Concept of Double Entry System	B.N.2
2		Accounting Concepts & Conventions	Fundamental Principles of Accounting, Concepts & Conventions.	B.N.2
3		Preparation of Journals	Meaning, Features & Formats, Separate & Compound Journal Entries	B.N.1
4			Numerical – Journal Entries	B.N.1
5		Sub division of Journal	Cash Book – Simple & Double Column, Triple Column, Multi Column Cash Book, Petty Cash Book	B.N.1
6			Purchase Book & Sales Book, Purchase Return & Sales Return Book	B.N.1
7			Bills Receivable & Bills Payable Books _ Numerical	B.N.1
8		Preparation of Ledger	Meaning, Format & Methods of Posting	B.N.1
9			Numerical - Ledger	B.N.1
10		Trial Balance	Meaning, Objectives & Methods, Preparation of Trial Balance	B.N.1
11		Final Accounts – with Adjustments	Meaning & Definitions of Final Accounts, Performa – Trading & P&L Account, Balance Sheet	B.N.2
12			Adjustments in Final Accounts, Numerical – Final Accounts	B.N.2
13			Numerical – Final Accounts	B.N.2
14			Numerical – Final Accounts	B.N.2
15			Numerical – Final Accounts	B.N.2
CO: 1				
LO: To understand the Concept & Conventions of Double Entry System and Accounting. To record the basic journal entries, to know how the accounting entries are posted in books & preparation of Trial Balance.				
16	2	Introduction to IAS	Introduction to IAS, Definition & Terminology	B.N.3
17		Detail Study of AS-6	Introduction to AS-6 (Revised) Depreciation Accounting – Terminology, Explanation & Disclosure	B.N.3
18		Detail Study of AS-10	Introduction to AS-10 (Accounting for Fixed Assets)– Definition, Explanation & Disclosure	B.N.3
19		Branch Accounts	Definition & Importance of Branch Accounts, Methods for preparing Branch Accounts	B.N.2
20			Numerical – Branch Accounts	B.N.2
21			Numerical – Branch Accounts	B.N.2
22			Numerical – Branch Accounts, Conversion of Trial	B.N.2

		Balance of Foreign Branch	
23		Numerical – Foreign Branch	B.N.2
24	Departmental Accounts	Meaning, Objectives, Advantages of Departmental Accounts, Departmental Trading & P&L A/c	B.N.2
25		Inter Departmental Transfers – Numerical	B.N.2
26		Departmental Accounts - Numerical	B.N.2
27		Calculation of Closing Stock, Calculation of Unrealized profit on Stock - Numerical	B.N.2

CO: 2

LO: To understand how to Prepare the final accounts and making adjustment. To understand the purpose of Accounting Standards and detail study of AS-6 & AS-10. To understand the types of Branch and methods of Branch accounting and departmental accounting.

28	3	Royalty Accounts	Meaning & Definition of Royalty, Terminology relating to Royalty	B.N.3
29			Journal Entries in the Books of Lessee & Lessor	B.N.3
30			Royalty Accounts - Numerical	B.N.3
31			Royalty Accounts – Numerical	B.N.3
32			Patent Royalty – Journal Entries & Ledger Accounts, Copyright Royalty - Numerical	B.N.3
33		Accounting of Non Profit Making Organization	Meaning, Definition of Nonprofit Organizations, Receipts & Payment A/c and Income & Expenditure A/c. Rules Regarding Conversion.	B.N.1
34			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
35			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
36			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1
37			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1

CO: 3

LO: Able to maintain royalty and Non Profit Organization.

38	4	Joint Venture Accounts	Meaning, Characteristics, Need, Merits & Demerits of Joint venture	B.N.3
39			Numerical - Joint Venture Accounts	B.N.3
40			Numerical - Joint Venture Accounts	B.N.3
41			Numerical - Joint Venture Accounts	B.N.3
42		Consignment	Meaning, Terminology, Characteristics, Need, Merits & Demerits of Consignment.	B.N.3

43			Accounts to be open in the books of Consignor and Consignee.	B.N.3	
44			Numerical – Consignment Accounts	B.N.3	
45			Numerical – Consignment Accounts	B.N.3	
46			Numerical – Consignment Accounts	B.N.3	
47			Numerical – Consignment Accounts	B.N.3	
48			Numerical – Consignment Accounts	B.N.3	
49			Numerical – Consignment Accounts	B.N.3	
50		Investment Account	Meaning of Investment, Types of Interest and Type of Securities	B.N.3	
51			Accounting for Investment Account, Valuation of Closing Investment	B.N.3	
52			Numerical – Investment Accounts	B.N.3	
53			Numerical – Investment Accounts	B.N.3	
54			Numerical – Investment Accounts	B.N.3	
55			Numerical – Investment Accounts	B.N.3	
CO: 3					
LO: Recording entries of joint venture a/c & Able to maintain joint venture a/c, Consignment & Investment a/c.					
56	5	Dissolution of Partnership	Meaning of Dissolution, entries in Dissolved Firm – Numerical	B.N.4	
57			Dissolution of Firm – Numerical	B.N.4	
58			Dissolution of Firm – Numerical	B.N.4	
59			Dissolution of Firm – Numerical	B.N.4	
60			Dissolution of Firm – Numerical	B.N.4	
61			Dissolution of Firm – Numerical	B.N.4	
62		Insolvency of Partner	Meaning of Insolvency, entries in Insolvent firm – Numerical	B.N.4	
63			Garner v/s Murray Rule	B.N.4	
64			Garner v/s Murray Rule – Numerical	B.N.4	
65			Garner v/s Murray Rule – Numerical	B.N.4	
66			Gradual realization of assets & distribution of cash accordingly or Piecemeal or Inter distribution	B.N.4	
67			Proportionate Capital Method - Numerical	B.N.4	
68			Maximum Loss Method - Numerical	B.N.4	
69	Amalgamation of	Meaning of Amalgamation, Entries in the books of Old	B.N.4		

	Partnership Firms	& New Firm	
70		Numerical – Amalgamation of Partnership Firm	B.N.4
71		Numerical – Amalgamation of Partnership Firm	B.N.4
72		Numerical – Amalgamation of Partnership Firm	B.N.4
73		Numerical – Amalgamation of Partnership Firm	B.N.4
74	Conversion of firm to company.	Meaning of Conversion of Partnership Firm into Joint Stock Company, Meaning of Purchase Consideration & Methods	B.N.4
75		Allocation of Purchase Consideration among partner's, Entries in the book of vendor's firm & Purchasing Company	B.N.4
76		Numerical – Conversion of Partnership Firm into Company	B.N.4
77		Numerical – Conversion of Partnership Firm into Company	B.N.4
78		Numerical – Conversion of Partnership Firm into Company	B.N.4
CO: 4			
LO: Easily examine the dissolution of partnership. Easily can prepare the journal entries of amalgamations & Conversion of partnership firm into Joint Stock Company.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Accounting, Sanjay Mehta & Mukesh Brahmabhatt, Devi Ahilya Prakashan, Indore, 2016
2. Financial Accounting, R.C. GUPTA, Prentice-Hall of India Pvt.Ltd, 2009
3. Financial Accounting, S.M. Shukla, SBP, Agra, 2016
4. Financial Accounting, Ramesh Mangal, SPP, Indore, 2016
5. Financial Accounting, S.M. Shukla & S.P. Gupta SBP, Agra, 2008
6. Financial Accounting, S. KR. Paul, New Central Book Agency (P) Ltd, 2006
7. Financial Accounting, Guruprasad Murthy, Himalaya Publishing House, 2010
8. Financial Accounting, Sharda Gangwar, LAP LAMBERT Academic Publishing, 2012
9. Financial Accounting, Govind Singal, RBD, Jaipur, 2012
10. Financial Accounting I MS, ICFAI, 2008
11. Financial Accounting Work Book Vol. I, 2008
12. Financial Accounting Work Book Vol. II, 2010
13. Financial Accounting Principle & Practice, Jawahar Lal, S. Chand Publishing, 2013
14. Financial Accounting Comprehensive Textbook, Ashok Sehgal, Texmann, 2011
15. Fundamentals of Financial Accounting, Ashok Sehgal, Texmann, 2010
16. Financial Accounting A Managerial Emphasis, Ashok Banerjee, EXCEL BOOKS, India, 2005

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Accounting			
B.Com. I Year Pass Courses			
Goal : Explain the purpose of double entry system to understanding the accounting system properly. Preparation of trial balance, ratification of errors and final accounts. To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting. To understand the concept of royalty. To deputize the concept of joint venture and Investment. Getting acquainted with the consignment accounts. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.			
Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam		Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20	Presentation 10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Macro economics****Session: July-June****Class: B. COM I st year Plain****I: Objective of course:**

The objective of this course is to give basic knowledge of whole economy. All economic analysis that refers to aggregate unemployment rate, inflation rate and the rate of economic growth.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Learning how to use economic models, mathematics in common economic application.

CO2: Understanding the society's trade – off by using production possibilities.

CO3: Learn to calculate other elasticity using common economic variables.

CO4: Learn critique of the unemployment rate measure of the problem and differentiate between different types of unemployment.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2	2	3		1
CO 2	2				2	2		
CO 3			1					
CO 4			2					

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Macro Economics- concept, nature, importance, limitations difference between micro and macro	Difference between macro and micro economics	B.N.3
2			Concept of macro economics	B.N.3
3			Nature of macro economics	B.N.3
4			Importance of macro economics	B.N.3
5			Limitations of macro economics	B.N.3
6			Definition of macro economics	B.N.3
7			Relationship between macro and micro economics	B.N.3
8			Interdependency between macro and micro economics	B.N.3
9			Differences between macro and micro economics	B.N.3
10			Scope and subject matter of macro economics	B.N.3
11			Uses of macro economics	B.N.3
12			Group discussion and revision	B.N.3
CO: 1				
LO: Able to describe and analyze the economy in quantitative terms				
1	2	National income- Meaning definition and concept method for measuring national income in India	Introduction of national income	B.N.3
2			Marshallian definition	B.N.3
3			Pigovian definition	B.N.3
4			Fisher’s definition	B.N.3
5			Domestic income and national income	B.N.3
6			Differences between domestic income and national income	B.N.3
7			flow of national income	B.N.3
8			Concept of value added	B.N.3
9			Value added at factor cost and market price	B.N.1

10		Concept of national income	B.N.3
11		Net national product	B.N.3
12		Gross domestic product	B.N.3
13		Gross national product	B.N.3
14		Net domestic product at factor cost	B.N.3
15		Private income and personal income	B.N.2
16		Transfer payment	B.N.2
17		Personal disposable income- per capita income	B.N.2
18		Measurement of national income	B.N.3
19		Product method	B.N.3
20		Income method	B.N.3
21		Expenditure method	B.N.3
22		Numerical example	B.N.3
23		Difficulties of measuring national income in India	B.N.3
24		Importance of national income analysis	B.N.3
25		National income and economic welfare	B.N.3

CO: 1**LO: To know circular flow model and use the concept of aggregate demand and supply**

1	3	Theories of wages, interest and employment	Meaning, nominal and real wages	B.N.3
2			Subsistence theory of wages	B.N.3
3			The wage fund theory of wages	B.N.3
4			Marginal productivity theory of wages	B.N.3
5			The market theory of wages	B.N.1
6			Backward slopping supply curve of labour	B.N.3

7		Modern theory of wages	B.N.1
8		Concept of interest gross and net interest	B.N.3
9		Assistance or waiting theory of interest	B.N.3
10		Classical theory of interest	B.N.3
11		Loan able fund theory of interest	B.N.3
12		Liquidity preference theory of interest	B.N.3
13		Concept meaning of employment	B.N.1
14		Concept of full employment	B.N.3
15		Classical concept of full employment	B.N.1
16		Classical theory of employment	B.N.3
17		Say's law of market	B.N.3
18		Keynes criticism against classical theory	B.N.3
19		Keynesian theory of employment	B.N.3
20		Determination of effective demand	B.N.3

CO: 4

LO: Able to know the concept of gross domestic product inflation unemployment and how they are measured

1	4	Monitory theories- Quantity theory of money, modern theory of money, Keynes theory of money and prices	Quantity theory of money concept	B.N.3
2			Transactions approach- fisher's quantity theory of money	B.N.2
3			Assumption of the theory	B.N.3
4			Critical appraisal of quantity theory of money	B.N.3
5			The marshalian equation of quantity theory of money	B.N.3
6			Pigou's equation	B.N.2

7			Robertson's equation, Keynes equation	B.N.3
8			Modern theory of money	B.N.2
9			Keynesian approach- liquidity preference	B.N.3
10			Bumol- tobin theory of the transactions demand for money	B.N.3
11			Friedman's theory	B.N.3
12			Demand by ultimate wealth holders	B.N.2
13			Liquidity theory of money	B.N.3
14			Radcliffe committee view	B.N.3
15			Gurley- Shaw view	B.N.3

CO: 1**LO: Understanding about the fiscal and monetary policy and how these affect the economy**

1			Meaning of industrial policy and objectives	B.N.3
2			Industrial policy of 1948, 1956, 1991,	B.N.3
3			Main heads of the new industrial policy	B.N.3
4			Abolition of MRTP act	B.N.3
5			Make in India	B.N.3
6			Disinvestment	B.N.3

CO: 1

LO: Understanding about the role of public, private, joint and cooperative sector and financial development strategy.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject

VI: Book References:

1. Dr. Abha Mittal, Macro economics, Taxmann publication private limited new delhi 2009
2. R.S Myneni, Principles of economics, Allahabad law agency 2016
3. S.K. Sing and J.P Mishra, Micro economics, Sahitya bhavan publication 2018

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Macro Economics			
B.Com. I year Plain			
Goal : Students develop the ability to analyze unemployment, inflation, deflation and to make sound policy decision that can affect the entire economy and all individuals.			
Objective: Students gain understanding about the basic knowledge of whole economy. All economic analysis that refers to aggregate unemployment rate, inflation rate and the rate of economic growth.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Macro economics.	% Students having the desirable understanding of Macro economics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Micro Economics****Session: July-June****Class: B.com. Ist year Plain****I: Objective of course:**

The objective of this course is to give students a thorough understanding of the principles of economics that apply to the decisions of individuals--both consumers and producers--within the large economic system

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Understanding about the allocation of scarce resources that scarcity forces choice.

CO2: Understanding how comparative advantage provides the basis for gain through trade

CO3: Able to explain the welfare loss in non competitive market through deep knowledge of perfect competition and imperfect competition.

CO4: Understanding how much profit maximizing firms determine how much to produce with the help of cost of production.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			2			2	3	
CO 2	2				3	2	2	
CO 3				2	2	3	3	
CO 4					2	2	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Micro economics- definition, meaning, inductive and deductive methods, importance and limitations of micro economics.	Introduction of micro economics	B.N.1
2			A science of wealth	B.N.1
3			A science of material welfare	B.N.1
4			A science of scarcity	B.N.1
5			Limited or scare means	B.N.1
6			Scope and subject matter of economics	B.N.1
7			Central nucleus-modern	B.N.1
8			Subject matter of economics	B.N.2
9			Methods of economic analysis	B.N.1
10			Deductive and inductive methods	B.N.1
11			Merits of inductive methods	B.N.1
12			Demerits of inductive methods	B.N.1
13			Merits and demerits of deductive methods	B.N.1
CO: 1				
LO: Help how to use micro economic models to use of scare resources.				
1	2	Law of demand- meaning and definition, characteristics, exceptions law of Demand.	Definition of demand concept	B.N.1
2			Introduction meaning and types of demand	B.N.1
3			Demand function	B.N.1
4			Demand curve	B.N.1
5			Individual curve and market demand curve	B.N.1
6			Bandwagon and Snob effect on market demand curve	B.N.1

7			Exceptional demand curve	B.N.1
8			Basis of the law of demand	B.N.1
9			Changes in demand	B.N.1
10			Increase or decrees demand	B.N.1
11			Determinants of demand	B.N.2
12			Changes in income	B.N.1
13			Changes in the price of other goods	B.N.1

CO: 2

LO: To provide knowledge how to determine demand and supply and differentiate between major economic system

1			Meaning of elasticity of demand	B.N.1
2			Measurement of price elasticity of demand	B.N.1
3			Types or degree of price elasticity of demand	B.N.1
4			Points of caution	B.N.1
5			Point elasticity of demand	B.N.1
6			Arc elasticity of demand	B.N.1
7			Income elasticity of demand	B.N.1
8			Types of income elasticity of demand	B.N.3
9			Production function	B.N.3
10			Short run production function law of variable proportion or law of diminishing return.	B.N.3
11			Assumptions of the law	B.N.3
12			Three stages of law of variable proportion	B.N.3
13			Increasing returns to scale	

CO: 2

LO: To understand how to calculate other elasticity using common economic variable.

1	4	Factors of production- land,	Meaning of the production and factors of the production	B.N.1
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2		labor, capital, organization and enterprise cost and revenue analysis.	Land ‘labour capital organization and entrepreneurs	B.N.1
3			Characteristics of all the factors	B.N.1
4			Specific or no specific factors	B.N.1
5			Meaning and types of cost	B.N.1
6			Cost output relation	B.N.1
7			Traditional theory of costs in short run	B.N.1
8			Variable cost or prime cost	B.N.1
9			Shape of average variable cost	B.N.1
10			Long run cost curve	B.N.1
11			Modern theory of cost	B.N.1
12			Relationship between average revenue and marginal revenue curves	B.N.1
13			Revenue curve under monopoly or imperfect competition	B.N.1
CO: 1				
LO: To know about the break-even point for a product or service occurs when revenue generated by the product equals the cost incurred in producing.				
1	5	Market structure - concept, definition, characteristics, classification, price determination under perfect and imperfect competition.	Meaning and types of market	B.N.3
2			Industry and firm	B.N.3
3			Classifications of market	B.N.3
4			Perfect competition	B.N.3
5			Introduction and meaning of monopolistic competition	B.N.3
6			Price determination under perfect competition	B.N.3

7	Marginal productivity theory of distribution.	Importance of the elements of time	B.N.3
8		Market period: determination of market price	B.N.3
9		Short run equilibrium of demand and supply	B.N.3
10		Long period: Determination of long period normal price	B.N.3
11		Price determination under imperfect competition Robin’s theory	B.N.3
12		Pricing under monopolistic competition	B.N.3
13		Shot- Period analysis of the firm	B.N.3
CO: 4			
LO: Understanding about the behavior of consumer under different market and how to maximize their profit.			

Note: : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject

VI: Book References:

1. S.K. Sing and J.P Mishra, Micro economics, Sahitya bhavan publication 2018
2. Dr. Abha Mittal, Micro economics, Taxmann publication private limited new delhi 2009
3. Dr. D.M Mathani, Micro economics, Himalya Publishing house 2009

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Micro Economics			
B.Com. I year Plain			
Goal :Students develop the ability to understanding about market mechanism that established relative prices among goods and services and allocate limited resources among alternative uses.			
Objective: The objective of this course is to give students a thorough understanding of the principles of economics that apply to the decisions of individuals--both consumers and producers--within the larger economic system.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks

Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of micro economics.	% Students having the desirable understanding of micro economics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Banking And Insurance****Session: July-June****Class: B.com 2nd Year****I: Objective of course:**

This course is designed to enhance understanding of present structure of Banking and Insurance Industry in India.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: This course is designed to enhance understanding of present structure of commercial banks in India and fundamentals of Insurance.

CO2: The objective of this course is to acquaint students with the theoretical, legal and practical aspects of modern banking.

CO3: To make them aware of various banking innovations after nationalization and an overview about insurance industry.

CO4: To make the students understand various principles, provisions that govern the Different types of insurance.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							3
CO 2	3	3						3
CO 3	2	2	3	2	3			
CO 4				2		2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Principles of Banking	Meaning and Definition of bank.	B. No. 5
2			Creation of Money	B. No. 5
3		Present structure of Commercial Banks in India	Scheduled and Non- Scheduled Bank.	B. No. 5
4			Public and Private Sector Bank.	B. No. 5
5			Principles of Management in Banks	B. No. 5
6		Managerial Functions in Bank	Recruitment	B. No. 5
7			Managerial Functions in Bank: Selection	B. No. 5
8		Indian Banking System	Features	B. No. 5
9			Features (Cont.)	B. No. 5
10			Surprise Test	B. No. 5
11			Additional Reforms in Banking Sector	B. No. 5
12			New Bank Licensing Policy	B. No. 5
13			Problems of Commercial Banks in India.	B. No. 5
14			Role of Private Bank in India	B. No. 5
15			Classification of Banking Institutions	B. No. 5
16			Classification of Banking Institutions (Cont.)	B. No. 5
17			Reserve Bank of India- Functions	B. No. 5
18			Control of Credit by RBI	B. No. 5

19			Powers of RBI	B. No. 5
20			Surprise Test	
21			Discussion on Present Scenario of Banks	
CO:1				
LO: Students should able to learn what is banking, what is its limitation, classification of banking institution, functions of banks				
22	2	Management of Deposits and Advances	Nature of bank deposits,	B. No. 1
23			Legal Effects of the entries in the Pass Book.	B. No. 1
24			Opening, Closing and Transfer of Account.	B. No. 1
25			Insurance of Bank Deposits.	B. No. 1
26			Introduction and Forms of Advances	B. No. 1
27			Types and Restriction on Loans and Advances.	B. No. 1
28			Surprise Test	B. No. 1
29		Investment Management	Nature of Bank Investment.	B. No. 1
30			Liquidity and Profitability	B. No. 1
31		Cheques	Meaning, Definition and Types,	B. No. 1
32			Payment in Due Course	B. No. 1
33		Bills of Exchange	Meaning and Definition.	B. No. 1
34			Essentials, Maturity, Days of Grace	B. No. 1
35			Classification of Negotiable Instruments.	B. No. 1
36		Government Securities	Meaning and Types	B. No. 1

37		Procedure of E-Banking	Meaning and Procedure	B. No. 1
38			Benefits and types of E-Banking	B. No. 1
39			Surprise Test	
40			Discussion on E- banking	

CO:2&3

LO: To make students aware about e- banking and provide them knowledge regarding how bank manages their advances and deposits and Investment Management

41	3	Insurance	Insurance: Meaning, Definition, Need, Types	B. No. 3
42			Insurance: Functions	B. No. 3
43			Insurance: Principles	B. No. 3
44			IRDA: functions	B. No. 3
45			IRDA: Importance	B. No. 3
46			IRDA: Insurance as Security Tool	B. No. 3
47			Insurance and Economic Development: Scope, Role of Insurance Company	B. No. 3
48			Surprise Test	
49			Discussion on Present scenario of Insurance sector	

CO:1&3

LO: To provide them knowledge about basic of insurance functions, importance and economic development.

50	4	Life Insurance	Life Insurance: Introduction and how it works.	B. No. 4
51			Life Insurance: Risk Management Techniques	B. No. 4

52			Life Insurance: Insurance as a Tool for managing risk.	B. No. 4		
53			Life Insurance: Role of Insurance in Society	B. No. 4		
54			Elements of Contracts: Legal Aspects and Insurance Contracts	B. No. 4		
55			Elements of Contracts: Insurable Interest and Proximate Cause.	B. No. 4		
56			Elements of Contracts: Indemnity and Subrogation.	B. No. 4		
57			Surprise Test			
58			Life Insurance Contracts: Human Life Value and Risk.	B. No. 4		
59			Life Insurance Contracts: Level Premiums and Principles of Risk Pooling.	B. No. 4		
60			Life Insurance Contracts	B. No. 4		
61			Settlement of Life Insurance Claims	B. No. 4		
62			Claim Settlement Process	B. No. 4		
63			Surprise Test			
64			Discussion on Life Insurance			
CO:4						
LO: To make students aware about life insurance and how it works and role of insurance in society.						
65	5	General Insurance Corporation	General Insurance in India	B. No. 1		
66			General Insurance in India	B. No. 1		
67			Subsidiary companies	B. No. 1		
68			Functions of subsidiary companies	B. No. 1		
69			Settlement of General Insurance Claims: Claim Settlement Process	B. No. 1		
70			Claim Settlement Process (Cont.)	B. No. 1		
71			Claim Settlement Process (Cont.)	B. No. 1		

72		Surprise Test	
73		Meaning, Definition and Levels of Health Care	B. No. 1
74		Types of Health Care and Factors affecting Health Care System in India	B. No. 1
75		Health Insurance Market	B. No. 1
76		Health Insurance Market (Cont.)	B. No. 1
77		Surprise Test	
78		Discussion on Various types of Insurance	

CO:4

LO: To give knowledge about General Insurance, its types and importance.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr. O.P. Gupta and Sudhir Kumar Sharma; Banking & Insurance, Sahitya Bhavan Publication.
2. M.N. Mishra; Modern Concepts of Insurance, S. Chand.
3. M.N. Mishra and S.B. Mishra; Insurance Principle and Practice, S. Chand.
4. Dr. Shrikrishna Laxman Karve; Principle of Life Insurance, Himalaya Publishing House.
5. Vijayaragavan Iyengar; Introduction to Banking, Excel Book.
6. Dr. Ramesh Mangal and Mona Tanna; Banking Law and Practice, Universal Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment**Subject: Banking And Insurance****B.Com. 2nd Year****Goal :**

The objective of this course is to acquaint students with the theoretical, legal and practical aspects of modern banking, to make them aware of various banking innovations after nationalization and an overview about insurance industry in present scenario and make them understand various principles, provisions that govern the Different types of insurance.

Objective:

This course is designed to enhance understanding of present structure of Banking and Insurance Industry in India.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Banking And Insurance	% Students having the desirable understanding of Banking And Insurance	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – II Year

I: Objective of course:

cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjfr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. ;qok 'kfDr dks oSf'od ekudksa dh dlkSVh ij [kjk dapu ln``k cukuk gksA Kku gh og lk/ku gS] tks ekuo lalk/kuksa dks mnkUu ewY;] izHkko'kkyh O;fDrRo vkSj lkFkZd vfLrRo iznku djus esa l{ke gS A

CO2. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZIr vkRefo'okl o laizs"k.kh;rk dks 'kfDr iznku djus esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkj Hkwr ladYiuk dh Hkwfedk vnk djssxhA

CO3. lkFkZd l{ke tkx:d ukxfjd cudj jk"V^a fuekZ.k dh vn~Hkqr vfuok;Z dM+h cusxsA

CO4. laizs"k.kh;rk ds iz{ksikL= dk lVhd iz;ksx djds og thou ds gj {ks= esa

oakfNr izHkko ,oa lQyrk izklr djsxsaA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V : Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	bdkbZ&I	1½ og rksM+rh iRFkj	ikB~;dze dk ifjp;] dfo ifjp;] dfork esa vk, dfBu 'kCnksa ds vFkZ] dfork dk HkkokFkZA	B.No 1
2		2½ fnekxh xqykeh	ys[kd ifjp;] fuca/k dk lkjak'k] oLrqfu"B	B.No 1
3			y?qk iz'u& mRrjh; rFkk nh?kZ mRrjh; iz'u le>k,xs	B.No 1
4		3½ o.kZ fD;kl	ys[kd ifjp;] o.kZ foU;kl dk vFkZ] o.kZ foU;r ls lacaf/kr oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 2
5			o.kZ le>k,xs	B.No 2
Co:1 dfo] ys[kdksa ls ifjpr gksaxs rFkk O;kdj.k ls lacaf/kr eqyHkwr tkudkj izklr djsaxsA				

6	bdkbZ&II	ukjhRo dk vfHk'kki	ysf[kdk dk ifjp;] fuca/k dk lkjak'k oLrqfu"B] y?qmRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
7		phQ dh nkor	ys[kd ifjp;] dgkuh dk lkjak'k oLrqfu"B	B.No 1
8			y?q mRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
9		fojke fpUg	fojke fpUg dk vFkZ] egRo] fgUnh ds fojke fpUgksa ds fy, iz;qDr ladsr	B.No 2

Co:1 fgUnh Hkk"kk esa izpfyr fojke fpUgksa dh tkudkj izklr djsaxs rFkk o`) ekrk&firk ds izfr IEeku dh Hkkouk tkx`r gksxh A

fuca/k

10	bdkbZ&III	pyh Qxqugj ckSjs vke	ys[kd ifjp;] fuca/k] esa vk, dfBu 'kCnksa ds vFkZ] oLrqfu"B] y?q mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZA	B.No 1
11		bUnz/kuq"k dk jgL;	ys[kd ifjp;] oLrqfu"B] y?q mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
12		laf/k	laf/k dk vFkZ] Hksn] y?q mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 2

Co: 1]2

LO 4 yksdlHkk ls ifjpr gksxs rFkk oSKkfud 'kCnkoyh ls ifjpr gksxsA

13	bdkbZ&IV	liuksa dh mM+ku	fuca/k esa vk, dfBu 'kCnksa ds vFkZ] fuca/k dk lk] oLrqfu"B] y?q mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
14		gekjk lkSj e.My	lkSj e.My esa mifLFkr xzg mixzg] xzfgdk,W ,oa rkjksa dk ifjp; rFkk lacaf/kr y?q mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1

A-4 Presentations

15		izeq[k oSKkfud vkfo"dkj vkSj gekjk thou	izeq[k oSKkfud vkfo"dkjksa rFkk vkfo"dkjd dh tkudkj] lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
16		lekl	lekl dk vFkZ] Hksn] oLrqfu"B] y?qmRrjh; rFkk nh?kZ mRrjh;	B.No 2

			iz'uksa ij fopkj fofue;	
Co:3				
Lo vius liuksa dks lkdkj djus dk iz;Ru djsaxs rFkk l{ke] tkx:d ukxfjd cusaxsA				
17	bdkbZ&V	f'kdkxksO;k[;ku	ys[kd ifjp;] O;k[;ku dk lkj] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
18		/keZ vkSj jk"V ^a okn	ys[kd ifjp;] ys[k dk lkjak'k lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
19		lknxh	ys[kd ifjp;] lkjak'k] lacaf/kr oLrqfu"B] y?qqmRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
VI: Book Reference : uSfrd ewY; vkSj Hkk"kk&e/;izns'k fgUnh xzUFk vdkneh] Hkksiky lkekU; fgUnh&Y;wlsaV				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective.cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Corporate Accounting****Session: July-June****Class: B. Com. II Year (Pass course)**

I: Objective of course: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares, Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Able to understand the accounting procedure of Banking Companies and Insurance Company

CO2: Helps to give an exposure to the Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation

CO3: Gain knowledge about Valuation of Shares and Goodwill & got an idea of Liquidation of Companies

CO4: Able to understand the knowledge of Holding & Subsidiary Company and learned accounting procedure for Amalgamation and Reconstruction.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				1		3
CO 2		2			1			
CO 3		2				2		2
CO 4	3	2		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Final Accounts of Companies (Including calculation of managerial remuneration) Declaration of Dividends, Profit & Loss appropriation account & disposal of profits, calculation of pre & post incorporation profit or loss.	Introduction & meaning of Final Accounts or Annual Accounts of companies.	B.N.1
2			General Instructions for preparation of Balance sheet.	B.N.1
3			General instructions for preparation of Statement of Profit & Loss.	B.N.1
4			Practical Questions of Final Accounts of Companies.	B.N.1
5			Practical Questions of Final Accounts of Companies	B.N.1
6			Remuneration to the Directors and Managing Directors.	B.N.1
7			Determination of net profit for calculating managerial remuneration.	B.N.1
8			Practical Questions of Managerial remuneration.	B.N.1
9			Practical Questions of Managerial remuneration	B.N.1
10			Introduction & meaning of Dividend and divisible profit.	B.N.1
11			Procedure of declaration of Dividend.	B.N.1
12			Practical Questions .	B.N.1
13			Appropriation of profit and loss.	B.N.1
14			Procedure of disposal of profit.	B.N.1
15			Practical Questions.	B.N.1
16			Method of finding out Profit or loss prior to or subsequent to Incorporation.	B.N.1

17		Allocation of Expenses.	B.N.1
18		Practical Questions of Apportionment of profit.	B.N.1
19		Practical Questions based on statement of P&l	B.N.1
20		Practical Questions of Division of profit on monthly average basis.	B.N.1
21		Preparation of Balance Sheet .	B.N.1

Co: 2

Lo: Can able to calculate managerial remuneration & know the difference between capital and revenue profit.

22	2	Valuation of goodwill & shares, Methods of valuation, accounts of public utility companies (Electricity company)	Meaning and definition of Goodwill.	B.N. 4
23			Nature and types of Goodwill.	B.N. 4
24			Factors affecting the value of goodwill.	B.N. 4
25			Average profit method	B.N. 4
26			Practical Questions of Average profit method.	B.N. 4
27			Practical Questions of Average profit method	B.N. 4
28			Calculation of Weighted Average profit method.	B.N. 4
29			Practical Questions .	B.N. 4
30			Super profit method .	B.N. 4
31			Practical Questions of Super profit method.	B.N. 4
32			Practical Questions of Average profit method	B.N. 4
33			Calculation of Capitalisation method.	B.N. 4
34			Practical Questions .	B.N. 4
35			Annuity method for valuation of goodwill.	B.N. 4

36			Practical Questions.	B.N. 4		
37			Meaning and necessity of Valuation of Shares.	B.N. 4		
38			Factors affecting value of shares.	B.N. 4		
39			Net Asset or Asset valuation method .	B.N. 4		
40			Practical Questions.	B.N. 4		
41			Practical Questions.	B.N. 4		
42			Yield or Income Valuation Method.	B.N. 4		
44			Practical Questions	B.N. 4		
45			Calculation of Fair Value Method.	B.N. 4		
46			Practical Questions.	B.N. 4		
47			Practical Questions of Earning Per Share Method.	B.N. 4		
48			Meaning of Public Utility Company & double Account System.	B.N. 4		
49			General Balance Sheet.	B.N. 4		
50			Practical Questions.	B.N. 3		
51			Practical Questions	B.N. 3		
52			Practical Questions.	B.N. 3		
CO: 3						
LO: Knowledge of super profit, capitalization of profit, annuity method.						
53	3	Meaning of Holding & Subsidiary company	Meaning & Formation of Holding Company.	B.N.1		
54			Accounting Standards and Consolidated Financial Statements.	B.N.1		

55		,Preparation of consolidated balance sheet of a holding company with one subsidiary company ,Accounting for liquidation of companies	Preparation of Consolidated Balance Sheet.	B.N.1
56			Calculation of Goodwill / Capital Reserve,Minority Interest.	B.N.1
57			Practical Questions.	B.N.1
58			Practical Questions	B.N.1
59			Practical Questions	B.N.1
60			Modes of Winding –Up.	B.N.1
61			Liquidator’s Statement of account.	B.N.1
62			Practical Questions.	B.N.1
63			Practical Questions.	B.N.1
CO:4				
LO Fundamental knowledge of Holding Companies and their working style.				
64	4	Accounting for merger as par AS 14 ,Internal reconstruction of a company as par Indian accounting standard 14 (Excluding intercompany holdings and external reconstruction scheme)	.Definition and types of Amalgamation.	B.N.1
65			Accounting standard -14 and Amalgamation.	B.N.1
66			Determination of Purchase Consideration.	B.N.1
67			Journal Entries in the books of Transferor Company.	B.N.1
68			Journal Entries in the books of Transferee company.	B.N.1
69			Necessary Ledger Accounts.	B.N.1
70			Practical Questions.	B.N.2
71			Practical Questions.	B.N.2
72			Practical Questions.	B.N.2
73			Practical Questions.	B.N.2
74			Introduction of Internal Reconstruction of Companies.	B.N.1
75			Journal entries related to Internal Reconstruction.	B.N.1

76			Practical Questions.	B.N.1
77			Practical Questions.	B.N.1
CO: 4				
LO: Practical knowledge of merger & reconstruction				
78	5	Accounting of banking companies ,Accounts of Insurance companies with claim settlement	Functions and services of a Modern Bank	B.N.1
79			New form of Profit & Loss Account & Balance sheet.	B.N.1
80			Practical Questions.	B.N.1
81			Practical Questions.	B.N.1
82			Practical Questions.	B.N.1
83			Accounts of Insurance Companies.	
84			Practical Questions.	B.N.1
CO: 1				
LO: Understand the accounting procedure of banking companies and Insurance companies.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Corporate Accounting, Sahitya Bhawan Publication.
2. S.N. Maheshwari, Corporate Accounting, Vikas Publishing house.
3. K.K. Verma, Corporate Accounting, Excel books.
4. Sanjay Mehta, Corporate Accounting, Devi Ahilya Prakashan.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Corporate Accounting
B.Com. II Year (Pass Course)
Goal : Students develop the ability to understand the accounting procedure of Banking Companies and Insurance

Company , Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation ,methods for valuation of goodwill and shares

Objective: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares ,Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Corporate Accounting.	% Students having the desirable understanding of Corporate Accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Cost Accounting****Session: July-June****Class: - B.Com II yr.**

I: Objective of course: to objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the concept and role of cost accounting in the business management of manufacturing and non-manufacturing companies.

CO2: Define the unit costing, Contract, operating & Processing cost and their impact on value creation in the manufacturing and non-manufacturing companies.

CO3: Depth study of cost accounting systems and accumulation procedures and a search into the elements of material, labor and factory overhead costs.

CO4: Marginal costing and used for decision making and performance evaluation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3			2	2	
CO 2				3			2	
CO 3		3				3		
CO 4			1			2	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Cost accounting	Cost Meaning, concept	B.N.-2
2			Classification, Elements of Cost	B.N.-2
3			Nature & Importance of	B.N.-2
4		Material Cost Control	Cost , Material costing.	B.N.-2
5			Methods of Valuation of Material issued.	B.N.-2&1
6			Concept and material control and its techniques	B.N.-2
7			Particle Question of Material Control	B.N.-2
8			Particle Question of Material Control	B.N.-2
9			Particle Question of Material Control	B.N.-2
10			Labour costing	Labour costing Meaning, concept, their techniques	B.N.-2
11		Particle Question of Labour costing		B.N.-2
12		Particle Question of Labour costing		B.N.-2
13		Particle Question of Labour costing		B.N.-2
14		Wage Payment	Wages Payment and their concept	B.N.-2
15			Methods of Wages Payment	B.N.-2
16			Particle Question of Wages Payment	B.N.-2
17			Particle Question of Wages Payment	B.N.-2
18			Particle Question of Wages Payment	B.N.-2
CO: 1 &3				

LO: To express the place and role of cost accounting in the material and material Labour costing manufacturing business

19	2	Unit Costing	Meaning ,objectives of unit or output costing	B.N.-2
20			Methods of determining unit cost	B.N.-2
21			Types of Cost sheet	B.N.-2
22			Preparation of Cost sheet and Practical problem of cost sheet	B.N.-2
23			Practical problem of cost sheet	B.N.-2
24			Practical problem of cost sheet	B.N.-3
25			Practical problem of Absorption overheads rate	B.N.-2
26			Practical problem of cost but no change in past percentage	B.N.-3
27			statement of cost (Including calculation of tender price)	B.N.-3
28			Practical problem of tender price	B.N.-2
29			Practical problem of tender price	B.N.-2
30		Machine hour rate method	Overheads costing meaning and process of of machinery hour rate	B.N.-2
31			Overheads costing (Including calculation of machinery hour rate)	B.N.-2
32			Practical problem of Machine hour rate	B.N.-2
33			Practical problem of Machine hour rate	B.N.-3
34			Practical problem of Machine hour rate	B.N.-1
35			Practical problem of Machine hour rate	B.N.-7

CO: 2

LO: Provide unit costing, cost accounting and overheads costing importance their impact on business

36	3	Contract costing	Contract meaning , features & contract ledgers	B.N.-2
37			Specimen of contract account and Explanation of various shown in debit & credit sides of contract a/c	B.N.-2
38			Practical problem of contract costing	B.N.-2

39			Practical problem of contract costing	B.N.-7
40			Practical problem of Incomplete contract costing	B.N.-2
41			Practical problem of work certification contract costing	B.N.-2
42			Practical problem of cost of work uncertified	B.N.-3
43			Practical problem of contract a/c based on Trial Balance	B.N.-7
44			Practical problem of Accounting standard-7	B.N.-2
45				
46	Job Costing		Procedure of Job costing	B.N.-2
47			Practical problem of Job Costing	B.N.-3
48	Operating Costing		Meaning , scope of operating costing	B.N.-2
48			Transport operating costing & Practical problem of operating costing	B.N.-2
49			Practical problem of power house Operating costing	B.N.-2
50			Practical problem of power house Operating costing	B.N.-3
51			Practical problem of power house Operating costing	B.N.-7
52			Practical problem of hotel Operating costing	B.N.-3
53			Practical problem of hotel Operating costing	B.N.-2
54			Practical problem of hotel Operating costing	B.N.-2
55			Practical problem of Hospital Operating costing	B.N.-3
56			Practical problem of Hospital Operating costing	B.N.-3

57			Practical problem of Cinema Operating costing	B.N.-2
58			Practical problem of Cinema Operating costing	B.N.-7
59			Practical problem of Cinema Operating costing	B.N.-3
CO: 1 & 3				
LO: To Differentiate methods of Contract, Job costing of production and Operating cost is help in business				
60	5	Process costing	Process costing –meaning & characteristics	B.N.-2
61			Distinction between job costing & process costing	B.N.-2
62			Practical problem of Process costing	B.N.-2
63			Practical problem of Process costing	B.N.-2
64			Practical problem of normal loss having realizable value of scrap	B.N.-3
65			Practical problem of Abnormal wastage Process costing	B.N.-7
66			Practical problem of Abnormal Gain Process costing	B.N.-7
67			Practical problem of Process having opening & closing stocks	B.N.-7
68				Practical problem of Process costing	B.N.-2
69		Reconciliation of Cost	Meaning, objectives ,process of Reconciliation	B.N.-2
70			Practical problems of Reconciliation	B.N.-2
71			Practical problems of Reconciliation statement	B.N.-2
72			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
73			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
CO: 2				
LO: To Interpret the impact of the Process costing & reconciliation of cost & financial Accounts.				
74	5	Marginal Costing	Marginal Costing –meaning & concept, Profit – Volume Ratio,	B.N.-2

75		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
76		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
77		Practical problems of Margin of safety , Application of Break –Even Analysis	B.N.-7
78		Practical problems of Standard costing and various analysis (material and Labour only)	B.N.-7
CO:4			
LO: To provide differentiate methods of calculating marginal costing			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Prof. M.L. Singhai ,Cost Accounting- satish printers & publishers
2. Prof. M.L. Cost Accounting -Agarwal Sahitya Bhawan Publication
3. Jain & Narang Cost Accounting- Kalyani Publication , New Delhi
4. Arora MN, Cost Accounting principles & practices , Vikas New Deihi
5. Maheshwari S.N., Advance problems & solutions in cost accounting – Sultan chand, New Delhi
6. Jain B.K. , Prof. Jain N.C. - Cost Accounting – Ramesh Book Depot, Jaipur
7. Mehta Brahmhatt, Cost Accounting-Devi Ahilya Prakashan , Indore

VII: Notes

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment

Subject: Cost Accounting

B.Com. B.Com II yr.

Goal : to knowledge will be provide students with Cost accounting and their process

Objective: To objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Cost accounting.	% Students having the desirable understanding of Cost accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class : B.Com II Year

I: Objective of course:

The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing or communicating ideas, feelings, experiences and realization. The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it will help students to update and increase their vocabulary and sentence formation pertaining to all walks of life.

CO2. Students will be able to form the sentence grammatically correct by following the rules and concepts of grammar pertaining to tenses, articles, nouns, pronoun, determiners and verbs.

CO3. Students will be able to comprehend and write an essay in a proper structure –Introduction, main body and the conclusion. They will be able to compose different types of formal and informal letters. While writing letter students adopt different strategies so that the letter serves the intended purpose and is not misunderstood.

CO4. Students will be able to achieve the goal of perfect translation by getting proficiency at both the source language and the target language. They differentiate between sense translation and literal translation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			3	2	2	
CO 2		2		2		1		
CO 3			1	2			2	1
CO 4			2				1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	The Poem "Tree" composed by Tina Morris	Explanation of the Poem, Poet by focusing on the imp of preservation and conservation of nature.	B.NO 1
3			Discussion of textual Questions and answers	B.NO 1
4		Night of the Scorpion	Explanation of the poem and poet by highlighting superstitious belief and unconditional love of rural India.	B.NO 1
5			Discussion and explanation of exercises related to the poem	B.NO 1
6		Idgah: Premchand(translated by Khushwant Singh)	Discussion about the author and then explanation of the story by realizing the various aspects of emotions like love, motherhood, care, sacrifice, happiness and kindness between grandson and grandmother	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Letter to God by G.L. Swanteh(translated by Donald A. Yates)	Discussion about the author and then explanation of the story by instilling belief in the significance of faith that develops confidence in students.	B.NO 1
9			Discussion of textual questions and answers	B.NO 1
10		The humorous story "My Bank Account" by Stephen Leacock	Discussion about the author and then explaining the story by exposing of witty article by the most popular	B.NO 1

			mockers and article writer.	
11			Discussion of textual questions and answers	B.NO 1
12		The short story “God Sees the Truth, But Wait” by Leo Tolstoy	Discussion about the author and then explaining the story by enriching students’ spiritual quotient	B.NO 1
13			Discussion of exercises related to the short story	B.NO 1
CO1				
LO 1- The students will gain good amount of knowledge of English language and Literature by studying various prose, poetry and story. They will also comprehend about allusions, references, poets, writers and stories etc.				
14	II	Idioms, proverbs and phrasal verbs	a list of appropriate idioms, proverbs and phrasal verbs	B.NO 2,3
15		Tenses	Rules of Tenses and their uses	B.NO 4
16		Prepositions	The importance of correct usage of Preposition	B.NO 2
17		Determiners and verbs	Types of Determiners	B.NO 3,4
18		Articles	Definite and Indefinite Articles	B.NO 2
CO2				
LO2 Students will get to know nouns, pronouns and their types and learn in detail about the function of verbs and their placement in a sentence. They will be able to gain the knowledge of prepositions and articles and their usages.				
17	III	Short Essays on given topics	Formal and Informal essays , some points in writing essays	B.NO 3
18		Formal Letters	The latest format of the formal letter and practice letter	B.NO 3
19		Informal Letters	The latest format of the informal letter and practice letter	B.NO 3
CO3				
LO3 Students will be able to figure out the relevance and importance of essay writing. They will be understand the characteristic features of an essay and learn about the different stages in the writing of an essay. Students will be able to understand the various elements of business letters. They learn the different layouts of a letter, such as indented layout, semi-block layout and full block layout.				
20	IV	Translation of sentences	Translation of passage English to Hindi and Hindi to English	B.NO 2
21			Some passages are given for translation	B.NO 2
CO4				
LO4 Students will be able to understand that translation is a significant vehicle in cross-cultural, cross-lingual and cross-national civilization. They will be able comprehend written and oral translation.				
23	V	Curriculum- vitae	The format of CV	B.NO 3
24		Design of Resume	The points are given in preparing impressive C.V.	B.NO 3
CO4				
Students will be able to understand the nature and importance of employment communication. They will be able to learn about resume design and describe three acceptable resume styles: chronological, functional and combination. They will be able to know how to write a persuasive resume.				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. II Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing o			
4-5 Marks	3-3.5Marks	2-2.5 Marks	
Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Nee

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Environmental Studies****Session: July-June****Class: II Year**

I: Objective of course: This subject is concerned with the environment pollution, environmental degradation and understands those aspects of human behavior which are more directly related to man's interaction with bio-physical environment.

II: Examination:

The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understand the natural environment as a system and how human enterprise affects that system.

CO2: An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.

CO3: Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco- friendly power sources and political ecology.

CO4: Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2	2							
CO 3			2					
CO 4							2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Study of Environment and Ecology	Definition and importance of Environment	B.No. 1
2			Public Participation	B.No.1
3			Public Awareness	B.No.1
4			Definition of Ecology	B.No.2
5.			Aims and scope of Ecology	B.No.2
6			Evolutionary Development of Ecology	B.No.2
7			Types of Ecology	B.No.2
8			Human ecological Adaptations	B.No.2
9			Future of Ecology	B.No.2
10			Concept of Ecosystem and characteristics	B.No.2
11			Components of ecosystem	B.No.2
12			Types of ecosystem	B.No.2
13			Structure and function of ecosystem	B.No.2
14			Ecological pyramids	B.No.2
15			Major ecosystem of the world	B.No.2
CO: 1				
LO: To understand the concepts of Environment and Ecology.				
16		Environmental Pollution and Population	Meaning and definition of air pollution	B.No. 3
17			Effects of air pollution	B.No.3
18			Measure to control air pollution	B.No.5
19			Meaning and definition of water pollution	B.No.5
20			Sources Causes definition of water pollution	B.No.5

21			Effect of water pollution	B.No.5
22			Measure to control water pollution	B.No.1
23			Meaning and definition of sound pollution	B.No.1
24			Causes / Sources of sound pollution	B.No.1
25			Effect on sound of Noise pollution	B.No.1
26			Measure to control sound of Noise pollution	B.No.1
27			Meaning and definition of thermal pollution	B.No.1
28			Causes / Sources of thermal pollution	B.No.4
29			Effect of thermal pollution	B.No.4
30			Measure to control thermal pollution	B.No.4
31			Meaning and definition of nuclear or radioactive pollution	B.No.3
32			Causes / Sources of nuclear or radioactive pollution	B.No.3
33			Effect of nuclear or radioactive pollution	B.No.3
34			Measure to control nuclear or radioactive pollution	B.No.7
35			Role of an Individual in prevention of pollution	B.No.7
36			Successive pollution growth	B.No.7
37			Disparities b/w countries	B.No.7
38			Population explosion	B.No.7
39			Family welfare programme	B.No.7
40			Environment and human health	B.No.7
41			Cleanliness and disposal of domestic water	B.No.1
CO:2,1				
LO: To develop the knowledge of Environmental Pollution, population and Clean India mission.				
42	3	Natural Resources,	Define natural resources	B.No.8

43		Problems and Conservation	Types of natural resources	B.No.8		
44			Water Resources	B.No.8		
45			Uses of Water resource, Reason for over Utilization of Water	B.No.8		
46			Problem due to over Utilization of Surface and Ground Water	B.No.8		
47			Water Scarcity, Dams- Benefits and Problems	B.No.8		
48			Forest Resources ,Uses of Forest	B.No.8		
49			Forest : Over utilization and Deforestation	B.No.8		
50			Importance of forest Direct and Indirect Advantages of forest	B.No.8		
51			Food Resources, World food Problems	B.No.8		
52			Suggestions for solving world food problem	B.No.8		
53			Energy Resources, Growing Energy Need	B.No.8		
54			Classification of Energy Resource	B.No.8		
55			Land Resource, Kinds of Land	B.No.8		
56			Land Degradation	B.No.8		
57			Soil Erosion, Effect of soil erosion	B.No.8		
58			Soil conservation	B.No.8		
59			Conservation natural resources	B.No.8		
60			Natural resources degradation	B.No.8		
61			Object of resources conservation	B.No.8		
62			Measures of resources conservation	B.No.8		
CO: 3						
LO: To analysis the Problems of Natural Resources and method of its Conservation.						
63	4	Bio-diversity and its Protection	Meaning of biodiversity	B.No.4		
64			Significance of biodiversity	B.No.4		

65		Different rules of biodiversity	B.No.4
66		Measuring biodiversity	B.No.5
67		Distribution of living forms and patterns of biodiversity	B.No.5
68		Biodiversity no spots	B.No.5
69		Importers of biodiversity	B.No.5
70		Biodiversity at different rules	B.No.5
71		Threats of biodiversity	B.No.9
72		Loss of biodiversity	B.No.9
73		Conservation of biodiversity	B.No.9

CO:1**LO:** Help to give proper idea of Bio -diversity and its protection.

74		What is Disaster ?Types of Disasters	B.No.6
75		Disaster Management	B.No.6
76		Environment conservation laws	B.No.6
77		Wildlife conservation Coues	B.No.4
78		Power to make rules	B.No.10
79		Issues involved in enforcement of environmental legislation	B.No.10
80		Revision	
81		Revision	
82		PPT Presentation By students	
83		PPT Presentation By students	

CO: 4**LO:** To acquaint the students about the Disaster management and Environment conservation laws.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental studies - R. B. Singh
2. Sustainable Human Ecology – H. D. Kumar
3. Environmental Studies – Dr. Ashish Pathak
4. Fundamental of concept in Environment - D.D. Mishra
5. Environmental Studies- Dr. Milind Kothari
6. Essentials of Environmental Studies- Josheph and Kurien
7. Textbook of Environmental Studies – D. K. Asthana
- 8.Environmental Studies – Dr. R. B. Singh, Dr. D. K. Thakur, Dr. A. K. Neema
9. Fundamental of concept in Environmental Studies
10. Environmental Studies –Dr. Anis Siddiqqi, Dr. Rajeev Sharma

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: EVS			
B.Com. 2nd Year			
Goal : The field of environmental science can be divided into three main goals, which are to learn how the natural world works, to understand how we as humans interact with the environment, and also to determine how we affect the environment.			
Objective: Environment education is concerned with those aspects of human behaviour which are more directly related to man's interaction with bio-physical environment and his ability to understand this interaction.			
4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of EVS	% Students having the desirable understanding of EVS	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5			

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Indian Company Act****Session: July-June****Class: B.Com II Year (Plain)**

I: Objective of course: To develop awareness and knowledge about various provisions and laws and their compliance related to formation and management of Companies.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
Total				40

III: Course Outcomes (CO):

CO1: Providing knowledge about the essential documents required for incorporating a company

CO2: Understand the legal and fiscal structure of different forms of business organisation and their responsibilities as employer

CO3: Giving an understanding about the responsibilities and duties of key personnel of the Company

CO4: Enlightening about the involvement of stakeholders in decision making process with their rights, duties and powers.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					2		
CO 2		2				1		3
CO 3	2	2	3					
CO 4						2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Company	Introduction to company law 1956 & 2013 with Definitions and Meaning of Company	B.N. 3 & 1
2			Nature and Characteristics of Companies and principle of separate legal entity	B.N. 1
3			Lifting of Corporate Veil Difference between Public & Private Company	B.N. 2 & 6
4		Types Of Company	Brief introduction towards Types of Companies	B.N. 2
5			Explaining various basis of bi-furcating Companies	B.N. 1
6			Detailed study of Public Company	B.N. 2
7			Detailed study of Private Company & One Person Company	B.N. 2
8		Formation Of Company	Introduction to Formation of Company	B.N. 1
9			List of various Documents required	B.N. 2
10			Stages of formation of Company	B.N. 2
11		Promotion of Company	Brief awareness about Promotion and Promoters of Company	B.N. 1
12			Promoters: functions, duties and liabilities	B.N. 1
13			Legal Positon of Promoters and their remuneration	B.N. 1
14		Incorporation & Commencement of Business	Stages of Incorporation of Business	B.N. 2
15			Briefing about the Stages with capital subscription option analysis	B.N. 2
16			Difference between incorporation and commencement of business	B.N. 2
17			Text & Cases related to Incorporation of Business	
18			Doubt solving session for Unit I	

CO: 1 & 2				
LO: Provides an introduction about Company its types and how it can be brought into existence.				
19	II	Memorandum of Association	Introduction to MoA with its features and importance	B.N. 1
20			Format of MoA for different Companies	B.N. 1
21			Contents of MoA and its Clauses	B.N. 1
22			Explanation of various clauses	B.N. 1
23			Alteration In MoA	B.N. 1
24			Detail study of Alteration in clause	B.N. 1
25			Provisions related to various alterations in MoA	B.N. 1
26		Articles of Association	Introduction to AoA with its features and importance	B.N. 1
27			Format of AoA for different Companies	B.N. 1
28			Contents of AoA and its Clauses	B.N. 1
29			Explanation of various clauses	B.N. 1
30			Alteration In AoA	B.N. 1
31			Provisions related to various alteration in AoA	B.N. 1
32		Prospectus	Introduction to Prospectus with its definitions and features	B.N. 1
33			Issuer of prospectus and when it is not necessary to issue prospectus	B.N. 1
34			Various rules regarding issue of prospectus and its types	B.N. 1
33			Contents of Prospectus	B.N. 1
34			Consequences and Remedies for Misstatement in Prospectus	B.N. 1
35		Discussed MoA, AoA& Prospectus of a Company		
36		Revision class for Unit II		
37		Doubt session for Unit II		
CO: 1				
LO: Deals with the essential documents to be prepared by promoters to bring a company into legal existence				

38	III	Shares	Introduction and concept to Capital Types of Share Capital	B.N. 2
39			Types of Equity Share Capital and its buy back	B.N. 2
40			Guidelines regarding issue and buy back of shares	B.N. 2
41			Alteration in Capital Clause with related provisions	B.N. 2
42		Transfer & Transmission of Shares	Meaning and Provisions related to Transfer of Shares	B.N. 1
43			Transmission of Nominated shares and associated provisions	B.N. 1
44			Difference between Transfer & Transmission of shares	B.N. 1
45			Restriction on transfer of shares	B.N. 1
46		Members v/s Shareholders	Meaning of members and shareholders of company and related rules	B.N. 1
47			Difference between Shareholders and Members of Company	B.N. 1
48			Rules and Provisions related to becoming a Member of company with its duties and liabilities	B.N. 1
49		Borrowings Power	Meaning and provisions related to borrowing of funds	B.N. 1
50			Ultra Vires Borrowings, its consequences and remedies to lender	B.N. 1
51			Meaning and Kinds of Debentures	B.N. 1
52			Provisions regarding issue of Debentures	B.N. 1
53			Introduction to Charges and Mortgage	B.N. 1
54			Provisions related to Public Deposits	B.N. 1
55			Revision lecture for Unit III	

CO: 2& 4

LO: Provides the various options available to a company for accumulation of funds and rules regarding them

56	IV	Directors	Meaning, Definition and position of Directors	B.N. 2
57			Provisions related to Directorship and numbers o Directors in various Companies	B.N. 2
58			Modes of appointment of Directors	B.N. 2

59			Removal of Directors and Types of Directors and directorship	B.N. 2
60			Powers, Duties of Directors	B.N. 2
61			Liabilities of Directors	B.N. 2
62			Introduction to Managing Personnel and provisions related to them	B.N. 2
63			Qualifications of Directors and Key Managing Personnel's	B.N. 2
64		Company Meetings	General Introduction about Company Meetings and its classifications	B.N. 1
65			Various provisions related to Company Meetings	B.N. 1
66			Kinds of Company Meetings	B.N. 1
67			Methods of ascertaining sense of Meetings	B.N. 1
68			Introduction to Quorum, Proxies & Minutes of meeting	B.N. 1
69			Motions in meetings and various types of resolutions	B.N. 1
70			Difference between Ordinary and Special Resolution	B.N. 1
71			Provisions regarding conducting a Meeting	B.N. 1
72			Consequences of contravening to rules of Meetings	B.N. 1
73			Revision class for Unit IV	
CO: 3				
LO: Provide knowledge about the various rules regarding appointment of directors and conducting Meetings				
74	V	Majority Powers & Minority Rights And Prevention of Oppression and Mismanagement	Introduction and meaning of Majority and its exceptions	B.N. 1
75			Meaning of Oppression and its prevention	B.N. 1
76			Meaning of Mismanagement and its Prevention	B.N. 1
77			Role of Tribunal in Prevention	B.N. 1
78			Effects of order by Tribunal	B.N. 1

79			Meaning, Definition and Nature of Winding Up	B.N. 1
80			Difference between Winding up & Dissolution of Company	B.N. 1
81			Modes of Winding Up of Company	B.N. 1
82			Procedure and rules relating to Winding Up	B.N. 1
83			Introduction to Liquidator and his duties	B.N. 1
84			Types of Voluntary Winding Up	B.N. 1
85			Difference between Member's and Creditor's Voluntary Winding Up	B.N. 1
86			Case discussion of related topics in Unit V	
87			Revision of Unit V	
CO: 4				
LO: Gives the information about the powers & rights of various members and how and why legal entity of company is brought to an end				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L. Nolakha; Company Law, RBD Publications- 2015
2. G.K Varshney; Indian Company Act, SahityaBhawan Publications- 2018
3. S.M. Shukla; Indian Company Act, SahityaBhawan Publications- 2012
4. Nitin Jain; Indian Company Act, Himalaya Publishing House- 2009
5. Avtar Singh; Indian Company Act, Eastern Book Company- 2015
6. N.V. Paranjpe; Company Act, Central Law Agency- 2011

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indian Company Act			
B.Com. II Year			
Goal : Provide an understanding of how a company can be set up and about its working			
Objective: To develop awareness and knowledge about various provisions and laws and their compliance related to formation and management of Companies			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Management****Session: July-June****Class: B.Com. II year**

I: Objective of course: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify and evaluate social responsibility and ethical issues involved in business situations

CO2: Evaluate leadership styles to anticipate the consequences of each leadership style

CO3: Practice the process of management's functions: planning, organizing, leading, and controlling etc

CO4: Explain the basic control process and monitoring points and describe the different levels and types of control

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2				3				
CO 3		3			3			
CO 4	2	2	3		2			1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Management	Meaning and Definition of Management	B.N.-1
2			Importance of Management	B.N.-1
3			Functions and Principles of Management	B.N.-1
4			Management V/S Administration	B.N.-1
5		Social responsibilities of Management	Development of Managerial Thought in General	B.N.-2
6			Contribution of Taylor in Management	B.N.-2
7			Contribution of Fayol in Management	B.N.-2
8			Management By Exception	B.N.-1
9			Management By Objectives	B.N.1
10			Social responsibility of Management	B.N.-2
11			Meaning, definition and concept of Planning	B.N.-2
CO: 1				
LO: Explained the students about concepts and significance and social responsibility of management.				
12	2	Decision Making	Process and Techniques of Planning	B.N.-2
13			Decision Making Concept	B.N.-2
14			Process of Decision Making	B.N.-1
15			Meaning, definition and concept of organization	B.N.-1
16			Principles of Organization	B.N.-1

17			Significance of Organization	B.N.-2
CO: 2				
LO: Explained forms of planning and Process of Decision Making				
18	3	Motivation	Motivation concept	B.N.-1
19			Theories of Motivation	B.N.-2
20			Theories of Motivation	B.N.-1
21			Importance of motivation	B.N.-1
22		Leadership	Monetary motivation	B.N.-3
23			Monetary motivation	B.N.-3
24			Non-monetary motivation	B.N.-1-
25			Non-monetary motivation	B.N.1
26			Leadership-Meaning, definition and concept	B.N.-2
27			Qualities of a good leader	B.N.-2
28			Difference between leader and manager	B.N.-2
29			Leadership Patterns	B.N.-2
30			Leadership Styles	B.N.-2
31			Leadership theories	B.N.-2
32			Leadership theories	B.N.-2
33			Techniques used in Leadership	B.N.-2
34			Theories of leadership	B.N. -2
35			Theories of leadership	B.N.-2
36			Theories of leadership	B.N.-5

37		Direction	Meaning and definitions of Direction	B.N.-5
38			Characteristics and Importance of Direction	B.N.-5
39			Principles of Direction	B.N.-5
40			Techniques of Direction	B.N.-5
41		Controlling	Definition & Concept of Controlling	B.N.-5
42			Process of controlling	B.N.-4
43			Effective control system and control technique	B.N.-4

CO: 3**LO: Explained different theories of Motivation and leadership**

44	4	Human Resource Management	Meaning and definition of Human Resource Management	B.N.-4
45			Concept of HRM	B.N.-4
46			Objectives of Human Resource Management	B.N.-4
47			Scope of HRM	B.N.-4
48			Importance of HRM	B.N.-1
49			Functions of HRM	B.N.-1
50			Responsibilities of HR Manager	B.N.-1
51			Principles of HRM	B.N.-1
52			Human Resource Management Process	B.N.-1
53			Objectives of Manpower Planning	B.N.-1
54			Role of HRP Professionals	B.N.-4
55			Impact of Technology on Human resource Planning	B.N.-4
56			Barriers to HRP	B.N.-4

CO: 3**LO: Brief introduction of Human Resource Management**

57	5	Man Power Planning	Meaning of Recruitment	B.N.-4
58			Definition of Recruitment	B.N.-4

59		Sources of Recruitment	B.N.-4
60		Methods of Recruitment	B.N.-4
61		E-Recruitment	B.N.-4
62	Training	Meaning of Training	B.N.-4
63		Definition of Training	B.N.-4
64		Process of Development	B.N.-2
65		Process of Development	B.N.-2
66		Meaning and Definition of Training	B.N.-4
67		Training Purpose	B.N.-4
68		Need of Training	B.N.-4
69		Objectives of Training	B.N.-4
70		Objectives of Training	B.N.-5
71		Process of Development	B.N.-5
72		Advantages of Training	B.N.-4
73		Methods of Training	B.N.-4
74		Recent Training Trends	B.N.-4
75	Job Evaluation	Meaning of Job Evaluation	B.N.-5
76		Objectives of Job Evaluation	B.N.-5
77		Techniques of Job Evaluation	B.N.-4

78		Revision	
CO: 4			
LO: Explained them different procedure of Recruitment and Selection			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.R.C.Gupta,Principles of Management,Sahitya Bhawan Publication
2. Dr. S.C. Saxena, Principles of Management,Sahitya Bhawan Publication
3. T.N Chhabra, Principles of Management, Dhanpat Rai & Co.
4. Sridhara Shetty, Human Resource Development, Himalaya Publication
5. K. Aswathappa, Human Resource Development, McGraw Hill Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Management			
B.Com.II Year			
Goal: To develop understanding among students about management and leadership..			
Objective: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Statistics****Session: July-June****Class: B.Com. II year Pass Courses**

I: Objective of course: Objective of course is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: be statistically and numerically literate.

CO2: have statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data.

CO3: be able to independently read statistical literature of various types, including survey articles, scholarly books, and online sources.

CO4: be able independently to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			2			
CO 2	2	2				2	2	
CO 3	3		2			2	2	
CO 4	3				2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Statistics- Meaning and definitions, Significance, Scope and limitations of statistics. Statistical investigation. Process of data collection, Primary and secondary data, Methods of sampling, Preparation of questionnaire, Classification and tabulation of data, preparation of statistical series and its types.	Statistics- Meaning, definition and scope.	B.N.5
2			Significance and limitations of statistics.	B.N.5
3			Planning and types of statistical Investigation.	B.N.5
4			Methods of Investigation.	B.N.5
5			Collection of primary and secondary data.	B.N.5
6			Preparation of Questionnaire.	B.N.5
7			Editing of primary Data.	B.N.5
8			Classification of statistical errors and their sources.	B.N.5
9			Classification and tabulation of data.	B.N.5
10			Kinds of tables, rules of tabulation.	B.N.5
11			Analysis and Interpretation of data.	B.N.5
12			Analysis and Interpretation of data.	B.N.5
13			Frequency distribution and statistical series.	B.N.5
14			Diagrammatical and graphical presentation.	B.N.5
15			Diagrammatical and graphical presentation.	B.N.5
16			Graphs of frequency distribution.	B.N.5
17			Graphs of frequency distribution.	B.N.5
CO: 1,2				
LO: Identifying and classification of data, preparation of series and questionnaire				
18	2	Measurements of central tendency- Mean , Median, Quartile, Mode, Geometric mean	Central tendency- Meaning, objects & limitations.	B.N.2
19			Calculation of Arithmetic mean in different series.	B.N.2
20			Calculation of Arithmetic mean by short cut method.	B.N.2

21		and harmonic mean.	Computation of Median in different series.	B.N.2		
22			Computation of Median in different series.	B.N.2		
23			Mode – meaning and definition.	B.N.2		
24			Computation of mode in individual series.	B.N.2		
25			Grouping method of Mode.	B.N.2		
26			Merits and Demerits of Mode.	B.N.2		
27			Methods of calculating Geometric mean.	B.N.2		
28			Computation of harmonic mean.	B.N.2		
29			Combined mean.	B.N.2		
30			Partition Value – Quartiles	B.N.2		
31			Formulae for Computing quartiles.	B.N.2		
32			Computation of quartiles.	B.N.2		
CO: 1, 4						
LO: Able to calculate measurement of central tendency.						
33	3	Dispersion and skewness. Analysis of time series- Meaning, importance, components, Decomposition of time series, Measurement of long term trends, measurement of cyclical and irregular fluctuations.	Dispersion- meaning and methods of measuring.	B.N.1		
34			Methods of limits: Range, I.Q.R. & percentile range.	B.N.1		
35			Quartile deviation or semi –inter-quartile range.	B.N.1		
36			Mean deviation.	B.N.1		
37			Standard deviation.	B.N.1		
38			Coefficient of Mean deviation & Standard deviation.	B.N.1		
39			Skewness and its measures.	B.N.1		
40			Computation of karl Pearson’s coefficient of skewness.	B.N.1		
41			Computation of Bowley’s coefficient of skewness.	B.N.1		
42			Analysis of time Series.	B.N.1		
43			Secular Trend or Long term trend.	B.N.1		

44			Seasonal Variations.	B.N.1
45			Cyclical variations.	B.N.1
46			Irregular or Random Variations.	B.N.1
47			Practical problems regarding trend analysis.	B.N.1
CO: 4				
LO: Fundamental concepts of dispersion and skewness, measurement of different trends.				
48	4	Correlation- Meaning, Definitions, Types and degree of correlation, methods of correlation, regression analysis- meaning, uses, difference between correlation and regression, linear regression, regression equations, Calculation of coefficient of regression.	Correlation- meaning, importance & types.	B.N.3
49			Degree of coorelation.	B.N.3
50			Methods of determining correlation.	B.N.3
51			Karl Pearson’s method of correlation.	B.N.3
52			Spearman’s Rank difference method.	B.N.3
53			Concurrent deviation method.	B.N.3
54			Probable error.	B.N.3
55			Standard error.	B.N.3
56			Least squares method.	B.N.3
57			Correlation and Regression.	B.N.3
58			Coefficient of correlation with the help of regression coefficients.	B.N.3
59			Coefficient of correlation with the help of regression coefficients.	B.N.3
60			Computation of regression equations.	B.N.3
61			Computation of regression equations.	B.N.3
62			Solving practical problems of regression & correlation.	B.N.4
63			Solving practical problems of regression & correlation.	B.N.4
64			Solving practical problems of regression & correlation.	B.N.4
65			Solving practical problems of regression & correlation.	B.N.4
CO: 3,4				

LO: Able to correlate data and its degree, regression and its types.				
66	5	Index number-Meaning, characteristics, importance and uses. Construction of index numbers-Cost of living index, Fisher's ideal index number. Diagrammatic and Graphic presentation of data.	Index Number- meaning, features & kinds.	B.N.5
67			Importance and utility of index number	B.N.5
68			Construction of Index numbers.	B.N.5
69			Construction of Index numbers	B.N.5
70			Construction of Index numbers	B.N.5
71			Fisher's index number	B.N.5
72			Computation of Index number by different formulae.	B.N.5
73			Consumer price index number.	B.N.5
74			Test of Adequacy of Index formula.	B.N.5
75			Miscellaneous problems regarding index number.	B.N.5
76			Diagrammatic and Graphic presentation of data.	B.N.5
77			Diagrammatic and Graphic presentation of data.	B.N.5
CO: 3,4				
LO: Knowledge about index numbers and their presentation in different ways.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Advanced Statistics, Sahitya Bhawan Publication
2. Oswal, Sahu & Shukla, Principles of Statistics, Ramesh Book depot.
3. S.C. Gupta, Business Statistics, Himalaya Publishing house.
4. R.P. Hooda, Statistics for Business and Economics, MacMillan.
5. S.M. Shuka, Principles of Statistics, Sahitya bhawan Publication.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Statistics			
B.Com. II Year Pass Courses			
Goal: Develop the ability to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc. and able to understand statistical concepts to include probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.			
Objective: Objective of subject is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Statistics.	% Students having the desirable understanding of Business Statistics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jul-Dec****Class: B.Com. Vth Semester****I: Objective of course:** To understand fundamental components of a computer, Input-Output devices and different types of memory.**II: Examination:** The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 A) Use Microsoft Office programs to create personal, academic and business documents.
- CO2 B) Understand the fundamental hardware and s/w components that make up a computer's system and the role of each of these components.
- CO3 C) Information technology (IT) is the use of computers to organize, word processing, store, retrieve, transmit, and manipulate data or information, often in the context of a business or other enterprise.
- CO4 D) Use of various operating systems and Differentiate among various operating systems.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2	3					2		3
CO 3	3			2				2
CO 4	3			2		3		2

Average	3			2.35		2.67		2.5
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	INTRODUCTION TO COMPUTER	Block diagram of computer and its functions. Basic Organization of Computer System	B.N. 1
2			Primary memory RAM	B.N.4
3			ROM and different types of ROMs	
4			Cache Memory and its operations.	B.N4
5			Input-Output Devices.	B.N.2
CO: 2				
LO: Student learned Basic computer block diagram, Input and Output devices and memory.				
6	2	PHERIPHERAL DEVICES	Input Devices	B.N.1
7			Input Devices	B.N.1
8			Output Devices	B.N.2
9			Output Devices	B.N.2
10			Output Devices	B.N.1
11			General introduction of Cards	B.N.2
12			Ports and SMPS	B.N.2
CO: 4				
LO: Student learned basic use				
13	3	STORAGE DEVICES	Magnetic Tape, Cartridge Tape, Data Drives	B.N.2
14			Hard Disk Drives (Internal & External)	B.N.2
15			Disks, CD, VCD	B.N.2
16			CD-R, CD-RW, Zip Drive, DVD, DVD-RW	B.N.2
17			USB Flash Drive, Blue Ray Disc & Memory cards.	B.N.2
CO: 1				
LO: Student learned about secondary storage deices.				

18	4	Operating System	Functions of Operating System Types of Operating System	B.N.2
19			Introduction to Operating System for i-pad & Smartphones.	B.N.2
20			DOS, WINDOWS & LINUX Operating Systems.	B.N.2
21			FAT, File & directory structure and naming rules	B.N.2
22			Internal & External DOS commands.	B.N.2
23			Windows 7 & 8, Features of Windows 8.1, LINUX basics:	B.N.2
CO: 1				
LO: Student learned about various operating systems ex. DOS and WINDOWS, Unix operating system. Different commands and working on Windows.				
24	5	Text Reading & Editing Software	General information about PDF readers	B.N. 2
25			General information about application packages	B.N. 2
26			Text editing and formatting using Word-2007 & onwards versions	B.N. 2
27			Aligning Text and Paragraph	B.N. 1
28			Page Layout, Paragraph formats, Borders and Shading, Headers and Footers	B.N. 1
CO:3				
LO: Student learned use of various text editors and use of tools into business applications.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, different types of operating systems and memory, Internet, text editors and its uses.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Moral Value and Hindi Language and English

Session: July-Dec

Class: B.Com- V Sem

I:Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

- 1- fdlh ,d /keZ dks ojH;rk u nsdj lHkh /keksZ ds izfr lfg".kqrk dk Hkko j[ksaxsaA vusd /kkfeZd lq/kkjksa ls /keZ ds okLrfod Lo:i dks igpkuus esa ,oa euq"; dh leLr fdz;kvksa ls tksM+us dk iz;kl djsaxsaA
- 2- yksdksfDr;ksa ,oa eqgkojksa dk lgh vFkksZ esa iz;ksx djus dk dkS'ky fodflr gksxkA d[kk vkSj v;/kid ds egRo dks le>dj IEeku dk Hkko tkxsxkA nwjn'kZu i=dkfjrk o nwjn'kZu lekpkj dk mi;ksx thou 'kSyh esa dj ik;saxsaA

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

Moral Value and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO):

CO1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k dk vfuok;Z Kku dks fodflr djsaxsaA

CO2. fo[kFkhZ u dsoy lQy thfodksiktZu djs vfiq lkFkZd l[ke tkx#d ukxfjd cusaA

CO3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions

CO4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination. They will be able to write persuasive resume.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	1	2	
CO 2			1	2		1		
CO 3			1	2			2	1
CO 4		3	2		3		1	2

V: Session Plan: B.Com V Semester

Lo :-lHkh /keksZ ds izfr fo|kfFkZ;ksa ds eu esa lEeku dh Hkkouk tkx`r gksxhA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
	bdkbZ I	uSfrd ewY; fo'o ds izeq[k		
		/keZ ,oa egRoiw.kZ fo'ks"krk,a		
1		fgUnq /keZ	fgUnq /keZ dk vFkZ o mldh fo'ks"krkvksa dks le>k;saxsaA	B.No.01
2		tSu /keZ	tSu /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
3		ckS) /keZ	ckS) /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
4		bZlkbZ /keZ	bZlkbZ /keZ dk vFkZ o bZlkbZ /keZ dh fo'ks"krk,i le>k,xsaA	B.No.01
5		bLyke /keZ	bLyke /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
6		fID[k /keZ	fID[k /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
7			lHkh /keZ ds iz'u mRrj djsaxsaA	B.No.01

Lo :- fo|kFkhZ izd`fr ds izfr tkx:d gksaxs vkSj iqjkud dgkorksa ls ifjfr gksdj mldk mi;ksx djus ds fy, izsfjr gksxsaA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
8		i`Foh dzks/k esa gS	i`Foh dzks/k esa gS ikB dk ifjp; nsdj mldk v;;u djok dj le>k;saxsaA	B.No.I
9			ikB ds oLrqfu"B o y?kq vkSj nh?kZ iz'u mRrj djok;saxsaA	B.No.I

10	bdkbZ II	esjs lg;k=h	ikB dk vFkZ le>kdj iz'u mRrj djok;saxsaA	B.No.I
11		d{kk vkSj v/;kid	ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No.I
12		nwjn'kZu	vrhr vkSj orZeku esa nwjn'kZu dk egRo crk;saxsaA	B.No.I
13		yksdksfDr;jk ,oa eqgkojsa	nwjn'kZu dks egRo crk;sxs yksdksfDr;jk ,oa eqgkojs dk vFkZ o vUrj le>dj djok;saxsaA	B.No.2
Lo : tulapkj ds lHkh ek/;eksa ls ifjfpr gksdj nSfud thou esa bldk mi;ksx djus ds fy, tkx:d gksaxsaA				
14	bdkbZ III	tu lapkj ds ek/;e	fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk vFkZ o egRo dks le>k;saxsaA	B.No.1
15		i=dkfjrk ds fofo/k vk;ke	i=dkfjrk ds fofo/k vk;ke o vFkZ vkSj egRo dks le>k;saxsaA	B.No.1
16			tu lapkj ds ek/;e o i=dkfjrk ds iz'u mRrj djsaxsaA	B.No.1
17		dEl;wVj	dEl;wVj dk vFkZ mldk egRo vkSj gekjs nSfud thou esa mldk egRo le>k;saxsaA	B.No.1
18		jktHkk"kk fgUnh	Hkk"kk dk vFkZ le>kdj jktHkk"kk dk vFkZ o egRo dks le>k,axsaA	B.No.3
19		vuqokn dyk	vuqokn dk vFkZ ifjHkk"kk o mlds izdkjksa dks le>k;saxsaA	B.No.2,3

English

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO:3 The students will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	O Captain ! My Captain!	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		The Last Leaf	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Axe	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Water	Discussion about the author and the topic	B.NO 1

9			Discussion of Question and answer	B.NO 1
CO:4 The students will learn about basic language skills and vocabulary which is very important for proper oral and written communication. They will also learn about the translation.				
LO Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				
14	V	Composition and Paragraph Writing, Translation	The process of paragraph writing.	B.NO.2
15		Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
16		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
17		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3

VI Book References:

Hindi

- 1- Hkk"kk dkS'ky ,oa lapkj lk/ku izdk'ku & e;/izns'k fgUnh xzUFk vdkneh Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku iVuk A
- 3- vfjgUr lkekU; fgUnh vfjgUr lkekU; fgUnh vfjgUr izdk'ku e-iz-A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Moral Value & Language
B.Com. V Sem
Goal: To enhance students' language skills.
Objective: . lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation,

correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Law & Practice****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of individual assesses.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals.

CO2: To know the process of determined residential status.

CO3: Understanding of Heads and types of income.

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		
CO 2								
CO 3						3	3	
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	General Introduction of Indian Income Tax	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Characteristics of income tax	B.N. 2
4		Agriculture Income	Concept of agriculture income	B.N. 2
5			Types of agriculture income	B.N. 2
6			Practical questions of agriculture income	B.N. 2
7			Practical questions of agriculture income	B.N. 2
8		Basic Concepts	Basic definitions- income, casual income, assessment year	B.N. 2
9			Basic definitions- previous year, person, assessee & GTI, TI	B.N. 2
10			Concept & types of exempted income	B.N. 2
11			Continue above exempted income	B.N. 2
12		Residential Status & Tax Laibility	Meaning & rules of residential status	B.N. 2
13			Practical questions of determined residential status	B.N. 2
14			Determined tax liability according to residential status	B.N. 2
15			Practical questions of determined tax liability	B.N. 2
CO: 1,2				
LO: To provide knowledge about types of income and determine the concept of residential status.				
16	2	Income From Salary	Meaning & concept of income from salary	B.N. 1
17			Types of allowances	B.N. 1

18	2	Income From Salary	Types of perquisites	B.N. 1
19			Practical questions of income from salary	B.N. 1
20			Practical questions of income from salary	B.N. 1
21			Practical questions of income from salary	B.N. 1
22			Concept of income from salary (retirement)	B.N. 1
23			Practical questions of income from salary of retired person	B.N. 1
24			Practical questions of income from salary of retired person	B.N. 1
25			Income From House Property	Income from house property	B.N. 1
26		Types of house		B.N. 1
27		Procedure of calculating income from house property		B.N. 1
28		Practical questions of income from house property		B.N. 1
29		Practical questions of income from house property		B.N. 1
30		Practical questions of income from house property		B.N. 1
CO: 1,3				
LO: To enlighten the concept of income from salary & House property.				
31	3	Income From Business and Profession	Meaning & concept of income from business & profession	B.N. 1
32			Procedure of calculate income from business & profession	B.N. 1
33			Formats of income from business & profession, Rates of depreciation & rules	B.N. 1

34	3	Income From Business and Profession	Practical questions of income from business & profession	B.N. 1
35			Practical questions of income from business & profession	B.N. 1
36			Practical questions of income from business & profession	B.N. 1
37		Income From Capital Gains	Meaning & types of capital gain	B.N. 1
38			Capital assets & exemptions	B.N. 1
39			Procedure of calculate capital gain	B.N. 1
40			Practical questions of income from capital gain	B.N. 1
41			Practical questions of income from capital gain	B.N. 1
42			Practical questions of income from capital gain	B.N. 1
43		Income From Other Sources	Meaning & concepts of income from other sources	B.N. 1
44			Types of income & rules of making gross up	B.N. 1
45			Practical questions of income from other sources	B.N. 1
CO: 1,3				
LO: To determine the concept of income from Business & Profession, capital gains and other sources.				
46	4	Set Off and Carry forward of Losses	Meaning & concept of set-off	B.N. 1
47			Rules of losses carry forward	B.N. 1
48			Practical questions of carry forward & set-off losses.	B.N. 1
49		Deduction From GTI	Meaning & types of deductions	B.N. 1
50			Rules regarding deductions	B.N. 1
51			Practical questions of deduction	B.N. 1
52			Practical questions of deduction	B.N. 1
53	4	Clubbing of Income	Concept and Provisions of clubbing of income	B.N. 1
54			Practical questions of clubbing of income	B.N. 1

55	4	Computation of Total Income & Tax Liability of an Individual	Meaning of total income & its procedure	B.N. 1
56			Procedure of tax calculations in various cases	B.N. 1
57			Practical problems	B.N. 1
58			Practical problems	B.N. 1
59			Practical problems	B.N. 1

CO: 1

LO: Enabling the students to have a fair idea on set-off and carry forward of losses, clubbing of income and to determine the concept of assessment of individual.

60	5	Assessment Procedure	Procedure of assessment	B.N. 1
61			Types of assessment, return, pan card & signature	B.N. 1
62		Tax deducted at Sources	Meaning & provisions of tax deducted at sources (TDS)	B.N. 1
63			Practical questions of TDS	B.N. 1
64		Advance Payment of Tax	Meaning & procedure of advance payment of tax	B.N. 1
65			Practical questions of advance payment of tax	B.N. 1
66	5	Income Tax Authorities	Income tax authorities	B.N. 3
67		Appeal, Revision and Penalties	Appeal to the commissioner and appellate tribunal	B.N. 3
68			Appeal to high court & revision by commissioner	B.N. 3
69			Penalties & Prosecutions and its provisions	B.N. 3

CO: 1,4

LO: To provide knowledge about assessment procedure, advance tax, authorities involved and penalties.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Law & Practice			
B.Com. V Semester			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure and representation before appropriate authorities under the law.			
Objective: Able to students understand the various provision of Income Tax Act relating to computation of Income of individual assesses.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Law and Practice	% Students having the desirable understanding of Income Tax Law and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Management Accounting****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities

CO2: Apply and analyze different types of activity-based management tools through the preparation of estimates.

CO3: Analyze cost-volume-profit techniques to determine optimal managerial decisions.

CO4: Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2		2		2
CO 2			3	2				
CO 3	2	2				2		2
CO 4		2	2				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Management accounting and its introduction	Introduction of Subject	B.N. 2
2			Syllabus Discussion	B.N. 2
3			Meaning and definition of Management accounting	B.N. 2
4			Essentials of Management accounting	B.N. 2
5			Scope of Management accounting	B.N. 2
6			Objectives of Management accounting	B.N. 2
7			Functions of management accounting	B.N. 2
8			Difference between Management, Financial and Cost Accounting	B.N. 2
9			Tools and Techniques of management accounting	B.N. 2
10			Need and significance of Management accounting	B.N. 2
11			Role of management accounting in decision making	B.N. 2
CO: 1				
LO: To enlighten the students thought and knowledge on management Accounting.				
12	2	Financial Statements Analysis	Meaning and limitations of financial statement	B.N. 2
13			Objectives and methods of financial statement analysis	B.N. 2
14			Practical problems of Common Size income statement	B.N. 2
15			Practical problems of Common Size Balance Sheet	B.N. 2
16			Practical problems of Comparative Income statement	

17	2		Practical problems of Comparative Balance Sheet	
18		Ratio Analysis	Ratio analysis - Interpretation of the ratio	B.N. 2
19			Guidelines for use of ratios, Importance, limitations	B.N. 2
20			Classification of Ratio	B.N. 2
21			Advantages & Limitations of ratio analysis	B.N. 2
22			Practical problems of Ratio analysis	B.N. 2
23			Practical problems of Ratio analysis	B.N. 2
24			Practical problems of Ratio analysis	B.N. 2
25			Practical problems of Ratio analysis	B.N. 2
CO: 2				
LO: Helps to give proper idea on financial statement analysis in practical point of view.				
26	3	Fund Flow Analysis	Concept and advantages of Fund flow analysis	B.N. 3
27			Limitation and methods of Fund flow analysis	B.N. 3
28			Rules regarding preparation of Fund Flow Statement	B.N. 3
29			Practical problems of Fund Flow analysis	B.N. 3
30			Practical problems of Fund Flow analysis	B.N. 3
31			Practical problems of Fund Flow analysis	B.N. 3
32			Practical problems of Fund Flow analysis	B.N. 3
33			Practical problems of Fund Flow analysis	B.N. 3
34			Practical problems of Fund Flow analysis	B.N. 3
35			Cash Flow Analysis	Concept and advantages of Cash flow analysis	B.N. 3

36	3	Cash Flow Analysis	Limitation and methods of Cash flow analysis	B.N. 3
37			Rules regarding preparation of Cash Flow Statement	B.N. 3
38			Difference between Fund flow and Cash flow statement	B.N. 3
39			Practical problems of Cash Flow analysis	B.N. 3
40			Practical problems of Cash Flow analysis	B.N. 3
41			Practical problems of Cash Flow analysis	B.N. 3
42			Practical problems of Cash Flow analysis	B.N. 3
43			Practical problems of Cash Flow analysis	B.N. 3

CO: 2,4**LO:** To introduce the concept of fund flow and cash flow statement.

44	4	Marginal Costing	Concept and types of Absorption and Marginal costing	B.N. 3
45			Marginal and differential costing as a tool for decision making.	B.N. 3
46			Practical problems of marginal costing	B.N. 3
47			Practical problems of marginal costing	B.N. 3
48			Practical problems of marginal costing	B.N. 3
49		Break Even Analysis	Meaning of Break even analysis. Limitation, assumption and use of break even analysis	B.N. 1
50			Practical problems of break even analysis	B.N. 1
51			Practical problems of break even analysis	B.N. 1
52			Practical problems of break even analysis	B.N. 1

CO: 3**LO:** To develop the know-how and concept of marginal costing with practical problems.

53	5	Budgetary Control	Meaning of Budget and budgetary control	B.N. 1
54			Objectives, merits and limitations of budgetary control	B.N. 1

55	5	Budgetary Control	Types of budget	B.N. 1
56			Practical problems of flexible budget	B.N. 1
57			Practical problems of flexible budget	B.N. 1
58			Practical problems of Cash budget	
59			Practical problems of Cash budget	B.N. 1
60		Management audit & responsibility accounting	Meaning and concept of Management Audit	B.N. 3
61			Procedure of management audit	B.N. 3
62			Concept of Responsibility accounting	B.N. 3
63			Procedure of accountability of responsibility	B.N. 3
64		Management Reports	Meaning and concept of Management reports	B.N. 3
65			Types of reports	B.N. 3
66			Qualities of a good report	B.N. 3
67			Revision	
68	Revision			
69	Revision			
CO: 1,4				
LO: To provide knowledge about budget control keeping in mind the scope of the concept and preparation of management report.				

Note : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nirmal Jain, Management Accounting, Nakoda Publication, 2009.
2. Dr. K.L. Gupta, Management Accounting, Sahitya Bhawan Publications, 2018.
3. Dr.Sharma, Mehta, Brahmhatt, Management Accounting, Devi Ahilya Publications, 2018.
4. S.P. Gupta, Accountig for managers, Sahitya Bhawan Publication.
5. Dr. JK Agrawal, management accounting, Ramesh Book Depo, 2016.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Management Accounting			
B.Com. V Semester			
Goal : Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities; Apply and analyze different types of activity-based management tools through the preparation of estimates; Analyze cost-volume-profit techniques to determine optimal managerial decisions; Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.			
Objective: The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management account.	% Students having the desirable understanding of Management account.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principle of Insurance****Session: July-Dec****Class: B.com 5th semester****I: Objective of course:**

This course is designed to give knowledge about Insurance Mechanism and different types of insurance.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students knowledge about general principles and practices of insurance.

CO2: Provide a basic understanding of the Insurance Mechanism.

CO3: Identify the relationship between Insurers and their Customers and the importance of Insurance Contracts.

CO4: Give an overview of major Life Insurance and General Insurance Products.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1								3
CO 2		2			2	2		3
CO 3			3	2	2	2		2
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Insurance	Meaning, Definition of Insurance	B.No. 1
2			Characteristics of Insurance	B.No. 1
3			Elements of Insurance	B.No. 1
4			Needs of Insurance	B.No. 1
5			Importance of Insurance	B.No. 1
6			Types of Insurance	B.No. 1
7			Functions of Insurance	B.No. 1
8			Principles of Insurance	B.No. 1
9			Insurance Agent Rights	B.No. 1
10			working of insurance Agent	B.No. 1
11			Surprise Test	
12			Discussion	
CO: 1,2&3				
LO: To provide them knowledge about basic of insurance functions, principles and rights and working of insurance agent.				
13	2	Life Insurance	Life Insurance: Introduction and how it works.	B. No. 2
14			Life Insurance: Risk Management Techniques	B. No. 2
15			Life Insurance: Insurance as a Tool for managing risk.	B. No. 2
16			Life Insurance: Role of Insurance in Society	B. No. 2

17		Elements of Contracts: Legal Aspects and Insurance Contracts	B. No. 2
18		Elements of Contracts: Insurable Interest and Proximate Cause.	B. No. 2
19		Elements of Contracts: Indemnity and Subrogation.	B. No. 2
20		Life Insurance Contracts: Human Life Value and Risk.	B. No. 2
21		Life Insurance Contracts: Level Premiums and Principles of Risk Pooling.	B. No. 2
22		Life Insurance Contracts	B. No. 2
23		Settlement of Life Insurance Claims	B. No. 2
24		Claim Settlement Process	B. No. 2
25		Surprise Test	
26		Discussion	

CO: 4**LO:** To make students aware about life insurance, how it works and role of insurance in society.

27		Meaning and Definition of Marine Insurance	B. No.1
28		Nature of Marine Insurance	B. No.1
29		Main Terms of Marine Insurance	B. No.1
30	3	Marine Insurance Contracts	B. No.1
31		Elements of Marine Insurance	B. No.1
32		Types of Marine Insurance	B. No.1
33		procedure of claim settlements of Marine Insurance	B. No.1

34		Fire Insurance	Meaning and Definition of Fire Insurance	B. No.1	
35			Nature of Fire Insurance	B. No.1	
36			Scope of Fire Insurance	B. No.1	
37			Expected risks in Fire Insurance	B. No.1	
38			Types of Fire Insurance Policies	B. No.1	
39			Procedure of issuing Fire Insurance Policies	B. No.1	
40			Premium Computation of Fire Insurance	B. No.1	
41			Settlement of Payment of Claims in Fire Insurance	B. No.1	
42			Misc. Insurance	Types of Misc. Insurance	B. No.1
43		Various types of agreements		B. No.1	
44		Surprise Test			
45		Discussion			
CO: 3&4					
LO: To make students aware about Various types of insurance and how it works and procedure of claim settlement.					
46	4	General Insurance Corporation	General Insurance in India	B. No. 4	
47			General Insurance in India	B. No. 4	
48			Subsidiary companies	B. No. 4	
49			Functions of subsidiary companies	B. No. 4	
50			Claim Settlement Process of General Insurance	B. No. 4	

51			Claim Settlement Process (Cont.)	B. No. 4
52			Claim Settlement Process (Cont.)	B. No. 4
53			New emerging trends in Insurance sector.	B. No. 4
54			Surprise Test	
55			Discussion	
CO:4				
LO: To give knowledge about Organizational General Insurance and its subsidiary companies.				
56	5	Life Insurance	Life Insurance: Introduction and how it works.	B. No. 5
57			Life Insurance: Risk Management Techniques	B. No. 5
58			Life Insurance: Insurance as a Tool for managing risk.	B. No. 5
59			Life Insurance: Role of Insurance in Society	B. No. 5
60			Elements of Contracts: Legal Aspects and Insurance Contracts	B. No. 5
61			Elements of Contracts: Insurable Interest and Proximate Cause.	B. No. 5
62			Elements of Contracts: Indemnity and Subrogation.	B. No. 5
63			Life Insurance Contracts: Human Life Value and Risk.	B. No. 5
64			Life Insurance Contracts: Level Premiums and Principles of Risk Pooling.	B. No. 5
65			Life Insurance Contracts	B. No. 5
66			Settlement of Life Insurance Claims	B. No. 5
67			Claim Settlement Process	B. No. 5

68			Surprise Test	
69			Discussion	
CO:2& 4				
LO: To make students aware about objectives, policies, functions of Indian Life Insurance Corporation.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Bhagawati Prakash Sharma, Rajeev Jain and Purshottam Dayal; Principles and Behaviour of Insurance, Himalaya Publication House.
2. Dr. O.P. Gupta and Sudhir Kumar Sharma; Banking & Insurance, Sahitya Bhavan Publication
3. M.N. Mishra; Modern Concepts of Insurance, S. Chand.
4. M.N. Mishra and S.B. Mishra; Insurance Principle and Practice, S. Chand.
5. Dr. Shrikrishna Laxman Karve; Principle of Life Insurance, Himalaya Publishing House.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principle of Insurance			
B.Com. 5 th sem.			
Goal : To provide students knowledge about general principles and practices of insurance, basic understanding of the Insurance Mechanism, Identify the relationship between Insurers and their Customers and the importance of Insurance Contracts and give an overview of major Life Insurance and General Insurance Products.			
Objective: This course is designed to give knowledge about Insurance Mechanism and different types of insurance.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Custom Duty and M.P. Stamp Duty	% Students having the desirable understanding of Custom Duty and M.P. Stamp Duty	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Marketing****Session: July-Dec****Class: B.Com. V Sem****I: Objective of course:** to give a brief knowledge of marketing and how one can provide consumer satisfaction.**II: Examination:**

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the marketing concept and how we identify, understand and satisfy the needs of customers and markets

CO2: Provide knowledge of Consumer behavior and marketing segmentation

CO3: Understanding of both the product and marketing lifecycle

CO4: To make students aware about price fixation and the factors affected the price of the product

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					2		
CO 2		2	3			2		
CO 3				2	3	2	2	
CO 4						2	1	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1	1	Marketing	Basic of Marketing	B.N.-1
2			meaning of Market & Marketing	B.N.-1
3			Nature & Characterstics of Marketing	B.N.-1
4			Scope of Marketing	B.N.-1
5			Functions of Marketing	B.N.-2
6			Importance of Marketing to the society	B.N.-2
7			Importance of Marketing to the firm	B.N.-2
8		Concepts of marketing	Traditional Concept Of Marketing	B.N.-1
9			Modern Concept of Marketing	B.N.1
10			Selling Concept, Selling V / S Marketing	B.N.-2
11			Marketing environment	B.N.-2
CO: 1				
LO: Explained the students about traditional and modern marketing				
12	2	Consumer behaviour	Introduction of Consumer Behaviour	B.N.-2
13			Features of Consumer Behaviour	B.N.-2
14			Nature & Importance of Consumer Behaviour	B.N.-1
15			Types of consumers	B.N.-2
16			Factors Affecting Consumer Behaviour	B.N.-2

17			Customers satisfaction in marketing	B.N.-1
18		Market Segmentation	Definition & Introduction Of Market Segmentation	B.N.-1
19			Objectives of Market Segmentation	B.N.-1
20			Types of Market Segmentation	B.N.-2
21			Importance of market Segmentation	B.N.-1
22			Criteria or bases for market Segmentation	B.N.-1
23			Conditions to successful market Segmentation	B.N.-1
24			Factors influencing selection of the strategy of market Segmentation	B.N.-1
CO:2				
LO: Explained them about consumer behavior and market segmentation				
25	3	Product	Meaning and definitions of Product	B.N.-3
26			Basic Features of a New Product	B.N.-3
27			Importance of Product	B.N.-1-
28			Classification of product	B.N.1
29			Concept Of Product Mix	B.N.-2
30		Product Planning	Meaning and definitions of Product planning	B.N.-2
31			Importance of Product planning	B.N.-2
32			Elements of product planning	B.N.-2
33		Product development	Reasons for developing a New product	B.N.-2
34			Principles of Product development	B.N.-2

35			Why does a new Product Fail?	B.N.-2
36			New Product development process	B.N.-2
37			Advantages of Product Development	B.N. -2
38			Concept of Product life cycle	B.N.-2
39			Product Elimination-meaning, reasons	B.N.-5
40		Product Elimination	Product diversification	B.N.-5
41			Factors motivating Product diversification	B.N.-5
CO: 3				
LO: Describe them what consumer product is and what industrial product is.				
42			Meaning of price	B.N.-4
43			Types of price policies	B.N.-4
44			Methods of determining prices	B.N.-4
45			Factors influencing price decision	B.N.-4
46			Price discrimination-meaning, causes	B.N.-4
47			Discounts and rebates	B.N.-4
48			Distribution channels-concept and role	B.N.-4
49			Types of distribution channel	B.N.-4
50			Wholesalers-meaning, definition	B.N.-4
51			Characteristics and classification	B.N.-4
52			Retailers-meaning and classification	B.N.-4
53			Factors affecting choice of a distribution channe	
54			Physical distribution of goods	B.N.-2
55			Transportation-importance	B.N.-2
56			Functions of transport	B.N.-2

57			Elements of transport	B.N. -2
58		Warehousing	Warehousing-advantages	B.N.-2
59			Kinds of warehouses	B.N.-5
60			Documents used in Warehousing and Transportation	B.N.-5

CO: 4**LO:** Explained them about factors affecting price of a product and types of distribution channel.

61	5	Sales promotion	Sales promotion: Methods of promotion	B.N.-2
62			Optimum promotion mix;	B.N.-2
63			Advertising media-their relative merits and limitations;	B.N.-2
64			Characteristics of an effective advertisement;	B.N. -2
65		Personal selling	Personal selling; selling as a career	B.N.-2
66			Qualities of a successful sales person	B.N.-5
67			Functions of salesman	B.N.-5
68			Revision	
69			Revision	

CO:3**LO:** Explained them about effective advertisement and qualities of a successful sales person

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1-Dr.Milind Kothari, Principles of Marketing, R. B. D. Publication
- 2-R.C. Gupta, Principles of Marketing, Sahitya bhawan Publication
- 3- Kotler, and Armstrong Principles of Marketing, pearson,, Publication
- 4-Sudeep and Podder, Principles of Marketing, Himalaya Publication
- 5-Neeru Kapoor, Principles of Marketing, P.H.I Learning

VII: Notes:

- 1 There will be individual assignment, presentation and group assignment.
- 2 -class test will be based on theoretical and practical aspect of the subject.
- 3- Class performance and discipline will be an important factor for assessing internal marks.
- 4- The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Marketing			
B.Com.Vth Sem.			
Goal : To develop understanding among students about marketing and its components.			
Objective: To give a brief knowledge of marketing and how one can provide consumer satisfaction.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Marketing.	% Students having the desirable understanding of Marketing.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total	Final Internal Marks
Presentation	GD	Assignment			
15	15	15	30	75	15

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Public Finance****Session: July-Dec****Class: B.Com. V Semester (Plain)**

I: Objective of course: The objective of course is to develop students' analytical and consulting skills in the area of public finance and to introduce students to the public sector reform agenda with a focus on public finance issues.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO): By the end of course, a student will

CO1: be able to critically assess the mechanism of functioning of modern public finance

CO2: Identify the types of public needs, Classify public revenues and expenditures through the budget and to analyze the instruments and objectives of budgetary policy

CO3: analyze critically tax reforms and policy choices in developed and developing countries

CO4: discuss current public policy, key issues and challenges in fiscal policy in a particular country context.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2	2		2
CO 2		2		2	2	2	2	
CO 3			2	2		2		
CO 4			2				2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Public finance: Nature, Scope and importance. Difference between Private and public Finance. Principle of Maximum social advantage. Role of state in public finance.	Public finance- Meaning, definition & Features.	B.N.1
2			Scope and importance of public Finance.	B.N.1
3			Private Finance- Meaning and concept.	B.N.1
4			Difference between public and private finance	B.N.1
5			Public goods & private goods.	B.N.1
6			Social goods, merit goods and demerit goods.	B.N.1
7			Mixed goods, club goods & local public goods.	B.N.1
8			.Regional public goods & global public goods.	B.N.1
9			Principle of Maximum social advantage.	B.N.1
10			Limitations of social advantage.	B.N.1
11			Role of state in public finance.	B.N.1
12			Role of government in removing imbalance in productivity growth.	B.N.1
CO: 1				
LO: Having knowledge of public finance & its Role.				
13	2	Sources of Revenue: taxes, loans, Grants and aid- Meaning and types, Canons of taxation, Problem of justice in taxation. Incidence of taxation, taxable capacity. Impact of taxation & tax evasion. Characteristics of Indian tax system, Defects and reform.	Sources of revenue- Taxes and loans.	B.N.3
14			Grants & aid- meaning and types.	B.N.3
15			Canons and classification of public expenditure.	B.N.3
16			Classification of Tax revenue- direct taxes.	B.N.3
17			Classification of Tax revenue- Indirect taxes.	B.N.3
18			Progressive, Proportional & Regressive taxes.	B.N.3
19			Shifting and incidence of taxation.	B.N.3
20			Shifting and incidence of commodity taxes.	B.N.3
21			Effects of tax on production.	B.N.3

22			Effects of tax on distribution.	B.N.3
23			Problems of justice in taxation.	B.N.3
24			Requirement of a good tax system.	B.N.3
25			Review of the Indian tax system.	B.N.3
26			Tax reforms at central and state level.	B.N.3

CO: 3**LO:** Knowledge of different taxes, their policies and their impacts.

27	3	Principle of public expenditure, principle of public debts and its methods of redemption. Effects of public expenditure on production and distribution. Public debt in India.	Public expenditure- meaning and nature.	B.N.1
28			Causes of increase in public expenditure.	B.N.1
29			Effects of war and defense preparation.	B.N.1
30			Imbalance in productivity growth.	B.N.1
31			Effect of public expenditure on production.	B.N.1
32			Effects of public expenditure on Distribution.	B.N.1
33			Effects of public expenditure on economic stability.	B.N.1
34			Anti- Inflationary policy.	B.N.1
35			Public debt – Introduction and its role.	B.N.1
36			Role of public borrowing in a developing economy.	B.N.1
37			Techniques of public debt.	B.N.1
38			Classification of public debt.	B.N.1
39			Redemption of public debt – introduction.	B.N.1
40			Debt repudiation.	B.N.1
41			Refunding and conversion	B.N.1
42			Sinking fund method.	B.N.1
43			Capital levy.	B.N.1

CO: 2**LO:** Fundamental knowledge of Public expenditure policy of govt., & its utility.

44	4	Public Finance in India: Sources of revenue of central and state government, concept and types of budget, Fiscal deficit, deficit financing and deficit budget. Financial relation between central and state.	Public finance in India.	B.N.3
45			Sources of revenue of central government.	B.N.3
46			Sources of revenue of State government.	B.N.3
47			Budget- Evolution & purposes of budgeting.	B.N.3
48			Budgetary theory.	B.N.3
49			Budgetary theory.	B.N.3
50			Kinds or types of budget.	B.N.3
51			Techniques of budgeting.	B.N.3
52			Program and performance budgeting system.	B.N.3
53			Zero base budgeting.	B.N.3
54			Deficit financing- meaning and introduction.	B.N.3
55			Effects of deficit financing.	B.N.3
56			Current usage of Budgetary deficit.	B.N.3
57			Current usage of Budgetary deficit.	B.N.3
CO: 2				
LO: Able to analyze the instruments and objectives of budgetary policy				
58	5	Constitution and function of finance commission. Recommendation of latest finance commission, latest budget of central and M.P. Govt., Financial relations between central and state Govt., main heads of revenue & Expenditure of central and state	Indian federal finance under the constitution.	B.N.2
59			Economic aspect of federalism.	B.N.2
60			Development of fiscal federalism in India.	B.N.2
61			Financial adjustment under the constitution.	B.N.2
62			Indian finance commission.	B.N.2
63			Budgetary procedure and financial control in India.	B.N.2
64			Financial relation between state and central government.	B.N.2
65			Main heads of revenue and expenditure of central and state government.	B.N.2

		govt.		
CO: 2,4				
LO: Role of finance commission, central and state relationship.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.K.Singh & Madhulika Singh, Public finance, Sahitya Bhawan Publication.
2. Dr. K. Natrajan, Financial market Operation, Himalaya publishing House.
3. H.L. Bhatia, Public Finance, Vikas Publishing house pvt.ltd.
4. Dr. V.K. Mishra, Financial market Operation, Ramesh Book Depot.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Public Finance			
B.Com. V Semester Plain			
Goal : develop the ability to critically assess the mechanism of functioning of modern public finance and to analyze critically tax reforms and policy choices in developed and developing countries			
Objective: The objective of paper is to develop students' analytical and consulting skills in the area of public finance and to introduce students to the public sector reform agenda with a focus on public finance issues			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Public Finance.	% Students having the desirable understanding of Public Finance.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Auditing**Session: Jan-June****Class: B. Com. VI SEM. (Pass course)**

I: Objective of course: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO 1: Able to understand and familiarize with the principles, procedure and techniques of Auditing.

CO 2 :Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities

CO3: Able to understand the duties and responsibilities of Company Auditor, Auditor's report and Vouching.

CO 4 : Get knowledge about Investigation and able to understand the process of special audit Banking, Insurance, Educational and Non -Profit Institution..

t Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4	2	1						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction ,Meaning & Objectives of auditing ,Types of Audit ,Internal Audit Audit Process, Audit program, ,Audit & Books working papers & evidences ,Preparation before commencing of audit .	Introduction & Origin of Auditing.	B. N. 2
2			Definition & Scope of Auditing.	B. N. 2
3			Book –keeping, Accountancy and Auditing.	B. N. 3
4			Qualities of an Auditor.	B. N. 3
5			Objectives of Auditing.	B. N. 2
6			Types of Audit.	B. N. 1
7			Audit program.	B. N. 1
8			Audit and books.	B. N. 1
9			Errors and types of error.	B. N. 1
10			Advantages of Audit.	B. N. 1
11			Limitations of Audit.	B. N. 2
12			Characteristics of Internal Audit.	B. N. 1
13			Auditor’s duty.	B. N. 1
14			Preparation before Audit.	B. N. 3
15			Advantages and disadvantages of Audit program.	B. N. 3
16			Audit note –book.	B. N. 2
17			Audit Evidence .	B. N. 2
18			Purpose of working paper.	B. N. 2
CO: .1				
LO: Capable to understand objectives , types of Audit & Audit books .				

19	2	Internal Check system-routine checking ,Internal check & test checking ,Internal control & audit procedure .	Meaning of Routine checking.	B.N. 4
20			Advantages and disadvantages of routine checking.	B. N. 4
21			Test checking or selective verification.	B. N. 2
22			Advantages and disadvantages of test checking.	B. N. 2
23			Meaning and introduction of Internal control.	B. N. 1
24			Characteristics and division of internal control.	B. N. 1
25			Basic principles of Internal control.	B. N. 1
26			Meaning of Internal Check.	B. N. 3
27			Objectives of Internal Check.	B. N.2
28			Audit procedure.	B. N. 2

CO:1**LO** : Get knowledge about Internal Check system & Audit procedure .

29	3	Vouching, Verification of assets & liabilities	Meaning & introduction of Vouching	B. N. 1
30			.Vouching of Cash book.	B. N. 1
31			.Vouching of Cash payments.	B. N. 1
32			Vouching of impersonal ledger.	B. N. 1
33			Introduction of Verification of Assets & Liabilities'	B. N. 1
34			Classification of Assets.	B. N. 1
35			Verification of different types of Assets.	B. N. 1
36			Valuation of Stock : Some basic principles.	B. N. 1
37			Work in progress and Auditor's duty.	B. N. 1
38			Verification of liabilities.	B. N. 1
39			Verification of liabilities.	B. N. 1

40			Verification of Loans and Advances..	B. N. 1
41			Bank Overdraft.	B. N. 1
42			Auditor’s duty.	B. N. 1
CO :2				
LO:. Practical knowledge of Vouching, Verification of Assets and liabilities.				
43	4	Company auditors –Qualification & disqualification, Appointment – Removal, remuneration, Rights, Duties & Liabilities.	Qualification of a Company Auditor. & profits v/s divisible profits	B.N.3
44			Disqualification of a Company Auditor.	B.N.3
45			Appointment of Company Auditors.	B.N.3
46			Removal of Auditor.	B.N.3
47			Remuneration and status of an Auditor.	B.N.3
48			Rights /Powers of an Auditor.	B.N.3
49			Duties of an Auditor.	B.N.3
50			Meaning of profit & profits v/s divisible profits.	B.N.3
51			Profits v/s divisible profits.	B.N.3
52			Declaration and payment of dividend.	B.N.3
53			Contents of the Audit Report.	B.N.3
54			Form of Audit Report.	B.N.3
55			Clean or Unqualified Report.	B.N.3
56			Qualified Report.	B.N.3
CO :3				
LO: Get the knowledge of Company Auditors duties responsibilities.& Report.				
57	5	Investigation – Objective ,Difference	Meaning and essentials for Investigation.	B.N.1
58			Process of Investigation.	B.N.1

59	between audit & Investigation ,Process of investigation ,Special audit of banking companies ,Educational ,Non profit institutions & Insurance companies	Scope and types of Investigation.	B.N.1
60		Objects of Investigation.	B.N.1
61		Difference between Audit and Investigation.	B.N.1
62		Audit of Banking Companies.	B.N.1
63		Audit of Educational Institutions.	B.N.1
64		Audit of Non- Profit Organizations’.	B.N.2
65		Audit of General Insurance Companies.	B.N.2
CO :4			
LO : get knowledge about investigation and able to understand the procedure of special audit of banking, insurance, education and non -profit Institution.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. T. R. Sharma . Auditing , Sahitya Bhawan Publications.
2. B.N. Tandon , Principles of Auditing, S. Chand & Company.
3. Auditing , Ramesh Book Depot.
4. Awasthi and Tripathi , Auditing, M.P. Granth Academy.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Auditing
B.Com. VI SEM. (Pass Course)
Goal: Students develop the ability to understand and familiarize with the principles, procedure and techniques of Auditing .Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.
Objective: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Auditing..	% Students having the desirable understanding of Auditing..	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jan-June****Class: B.Com. VI th Semester****I: Objective of course:** To understand fundamental components of a computer, and work on worksheet making power point representation and use of protocol..**II: Examination:** The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 Students gain knowledge in the basic concepts of word processing
- CO2 Build skills to develop basic applications and develop power point .representation
- CO3 Understand and code Event-Driven procedures with protocols
- CO4 Develop a GUI which is capable store and retrieve data from worksheet

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2						2		3
CO 3				3				2
CO 4	2					3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Word processing	Introduction to word processing	B.N. 1
2			Ms word, features saving and operating multi documents	B.N.4
3			Printing document of file	
4			Formatting documents	B.N4
5			Text and paragraph	B.N.2
CO: 2				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
6	2	worksheet	Worksheet basic	B.N.1
7			Creating worksheet heading information	B.N.1
8			Data text	B.N.2
9			Operating and moving around in an existing worksheet	B.N.2
10			Toolbar and meenu	B.N.1
11			Working with formulas	B.N.2
12			Coping with formulas	B.N.2
CO: 4				
LO: Student will learn programming terminology and how to use worksheet.				
13	3	Introduction to power point	Features and various versions	B.N.2
14			Creating presentation	B.N.2
15			Working with sliders	B.N.2
16			Editing and formatting text	B.N.2
17			Find and replace text	B.N.2
CO: 2				
LO: Student will be able to develop an application with power point representation.				

18	4	Power point 2	Footer paragraph formating	B.N.2
19			Printing presentation	B.N.2
20			Interesting object drawing	B.N.2
21			Slider sorter	B.N.2
22			Clipart picture	B.N.2
23			Pick and go wizard	B.N.2
CO: 1				
LO: Student will be able to develop an interactive application by using forms and their various events, methods and procedures.				
24	5	protocol	Evolution protocol	B.N. 2
25			Dialup connectivity	B.N. 2
26			Domain names	B.N. 2
27			Portals emails	B.N. 1
28			Computer virus	B.N. 1
CO:3				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com VIth Semester			
Goal : Students have the ability to understand fundamental components of a computer, making the power point representation and use of protocol.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Financial Market & Investment Management****Session: Jan-June****Class: B.Com VI Sem.****I: Objective of course:** To provide an understanding about Indian financial system and Investment avenues**II: Examination:**

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1:To provide information about general structure of the Indian financial market and services with in depth knowledge of their working

CO2:To give an understanding of SEBI its guidelines and working as regulatory authority

CO3:Creating a cognition for Investment opportunities and security analysis

CO4:To give conceptual as well as practical knowledge about risk and return analysis

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2						
CO 2		3				2		3
CO 3		2	2	1		2		
CO 4			2			1		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Financial Market	An overview to Indian Financial System	B.N. 1
2			Brief understanding about components of Indian Financial System	B.N. 1
3			Introduction to Financial Markets	B.N. 2
4			Needs & Functions of Financial Markets	B.N. 2
5			Importance and Scope of Financial Markets	B.N. 2
6			Types of Markets: Money & Capital	B.N. 3
7			Composition & Structure of Money Market	B.N. 3
8			Major Players/ Participants in Money Market	B.N. 3
9			Administrative setup of Money Market	B.N. 3
10			Description of Acceptance & Discount Houses & Call Money Market	B.N. 1
11			Regulatory Body of Money Market	B.N. 1
12			Brief Revision of Unit I	
CO: 1				
LO: To give an introduction of Indian Financial System, financial markets and their structures				
13	II	Capital Market	Introduction to Capital Market	B.N. 3
14			Brief history about development of Capital Market	B.N. 2
15			Need & Importance of Capital Market	B.N. 3
16			Function & Scope of Capital Market	B.N. 3
17			Role of Capital Market	B.N. 1
18			Structure & Composition of Capital Market	B.N. 1
19			Detailed study of Security Market	B.N. 3
20			Brief introduction about Stock Exchanges	B.N. 1

21		Workings & Dealings on Stock Exchange	B.N. 3
22		Protection of Investors	B.N. 2
23		Grievance redressal mechanism	B.N. 2
24		SEBI's role as Regulatory Authority	B.N. 1
25		Stock Exchange Dealings and their Removal	B.N. 1
26		Provisions of SEBI necessary to be followed by Stock Exchanges	B.N. 1

CO: 1 & 2**LO:** Provide a detailed insight about secondary market, its working and its governing body

27	III	Financial Services	Introduction of Financial Services	B.N. 3
28			Needs and Importance of Financial Services	B.N. 3
29			Role & Scope of Financial Service sector	B.N. 3
30			Structure of Financial Services	B.N. 2
31			Types of Financial Services	B.N. 3
32			Merchant Banking Introduction	B.N. 3
33			Functions & Roles of Merchant Banker	B.N. 3
34			Guidelines for Institutes offering Merchant Banking Services	B.N. 3
35			Introduction to credit rating concepts	B.N. 1
36			Credit Rating System	B.N. 2
37			Agencies, their functions & types, involved in Credit Rating	B.N. 2
38			SEBI's role as regulator	B.N. 1

CO: 1& 2**LO:** To impart knowledge about financial services its types, provider and guidelines regarding it

39	IV	Investment	Introduction of Investment	B.N. 4
40			Meaning, Nature & Objectives of Investment	B.N. 4

41			Importance and Need of Investments	B.N. 5
42			Administrative setup & Process of Investment	B.N. 4
43			Types of Investments	B.N. 5
44			Alternatives of Investments	B.N. 5
45			Investment Instruments and their types	B.N. 5
46			Fundamental analysis of Securities	B.N. 5
47			Economic analysis of Securities	B.N. 4
48			Industrial & Technical analysis of Securities	B.N. 4
49			Pros & Cons of securities widely invested in	B.N. 4
50			Guidelines for Investment instruments	B.N. 4

CO: 3

LO: To give an understanding about investment and related issues with introduction of securities analysis

51			Introduction to Risk & Return Analysis	B.N. 6
52			Need of Risk & Return Analysis	B.N. 6
53			Types of Risks	B.N. 6
54			Calculation of Systematic & Unsystematic Risk	B.N. 6
55			Development of Portfolio after security analysis	B.N. 6
56			Numerical on calculation of Beta weighted risk	B.N. 6
57			Introduction to Market Hypothesis	B.N. 6
58			Theory of Efficient Market Hypothesis	B.N. 6
59			Analysis of Efficient Market Hypothesis	B.N. 6
60			Introduction of CAPM	B.N. 6
61			Explanation of Capital Asset Pricing Model	B.N. 6
62			Quick review of topics of Unit V	

CO: 3 & 4

LO: Give an understanding about risk and return analysis of security market its types & practical aspects of calculating it

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Bharti V Pathak; The Indian Financial System, Pearson Publications
2. V.P. Agrawal & Shweta Agrawal; Financial Market Operations, SahityaBhawan Publications
3. E. Gordon & K. Natarajan; Financial Market Operations, Himalaya Publishing House
4. Sudhir Malik; Investment Ready Reckoner, Taxman
5. Preeti Singh; Investment Management, Himalaya Publishing House
6. Sonal Jain & Manish Rathi; Investment Management & Security Analysis, RBD

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Market & Investment Management			
B.Com. VI Sem.			
Goal : This subject tends to bring an analytical understanding of securities and investment options with knowledge of Indian Financial System.			
Objective: To provide an understanding about Indian financial system, its structure and working with Investment options and risk – return relation.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 75 Presentation 15	Final Internal Marks 15 GD 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Management****Session: Jan-June****Class: B.com 6th semester****I: Objective of course:**

This course is designed to enhance the understanding of the fundamental concepts of finance including capital budgeting, cost of capital, working capital management and various types of decisions (Financial, Investment and Dividend)

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: This course is designed to enhance the understanding of the fundamental concepts of finance including but not limited to time value, capital budgeting and the cost of capital, working capital management.

CO2: To enable the students to understand the importance of the subject through analysis and interpretation of financial statements & Application of Various Calculative Tools.

CO3: Apply financial management concepts and tools to the decisions faced by a manager in investment decisions.

CO4: Apply financial management concepts and tools to the financing decisions and dividend decisions faced by the firm.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3					
CO 2		3				3		3
CO 3	2	2				3		
CO 4		2		2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Financial Management	Meaning, Nature and Scope	B. No. 1
2			Financial goals	B. No. 1
3			Profit Vs. Wealth Maximization	B. No. 1
4			Projected Balance Sheet	B. No. 1
5			Financial function	B. No. 1
6			Investment decision	B. No. 1
7			Financing decision	B. No. 1
8			dividend decision	B. No. 1
9			Financial Planning	B. No. 1
CO: 1,2,3&4				
LO: To provide introduction of Financial Management				
10	2	Capital Structure	Meaning and determinants	B. No. 5
11			Operating and Financial Leverage: Their measure	B. No. 5
12			Operating and Financial Leverage: Effects on profit	B. No. 5

13			Operating and Financial Leverage: analyzing alternate financial plans	B. No. 5
14			Operating and Financial Leverage: combined financial and operating leverage	B. No. 5
15			Solving Practical Problem	B. No. 5
16			Solving Practical Problem	B. No. 5
17			Solving Practical Problem	B. No. 5
18			Solving Practical Problem	B. No. 5
19			Solving Practical Problem	B. No. 5
20			Solving Practical Problem	B. No. 5
21			Doubt Session	B. No. 5

CO: 4**LO:** To create awareness about capital structure and theories of capital structure.

22			Nature of Investment decisions	B. No. 3
23			Investment evaluation criteria	B. No. 3
24			payback period	B. No. 3
25			Solving Practical Problem	B. No. 3
26			Solving Practical Problem	B. No. 3
27			Accounting Rate Of Return	B. No. 3
28			Solving Practical Problem	B. No. 3
29	3	Capital Budgeting	Solving Practical Problem	B. No. 3
30			Solving Practical Problem	B. No. 3
31			net present value	B. No. 3
32			Solving Practical Problem	B. No. 3
33			internal rate of return	B. No. 3
34			Solving Practical Problem	B. No. 3
35			Solving Practical Problem	B. No. 3
36			profitability index; NPV and IRR comparison	B. No. 3
37			Doubt Session	B. No. 3

CO:3**LO:** To provide knowledge about investment Decision and how to evaluate them.

38	4	Cost of Capital	Significance of cost of capital	B. No. 2
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39			Calculating cost of debt	B. No. 2
40			Solving Practical Problem	B. No. 2
41			Preference shares	B. No. 2
42			Solving Practical Problem	B. No. 2
43			Cost of equity capital	B. No. 2
44			Solving Practical Problem	B. No. 2
45			Cost of retained earnings	B. No. 2
46			Solving Practical Problem	B. No. 2
47			Weighted Average cost of capital	B. No. 2
48			Solving Practical Problem	B. No. 2
49			Dividend Policies: Forms of dividends	B. No. 2
50			Dividend Policies: stability in dividends and, determinates	B. No. 2
51			Issues in dividend policies	B. No. 2
52			Waltor's model & Gordon's Model	B. No. 2
53			M.M. Hypothesis	B. No. 2
54			Doubt Session	B. No. 2
CO: 1&2				
LO: To make them understand the cost of capital in wide aspects				
55	5	Management of Working capital	Nature, types and importance of working capital	B. No. 2
56			Operating cycle	B. No. 2

57		Factors determining working capital requirement	B. No. 2
58		Calculation Of working capital	B. No. 2
59		Solving Practical Problem	B. No. 2
60		Introduction of Management of Cash receivables	B. No. 2
61		Introduction of Management of inventories.	B. No. 2
62		Doubt Session	B. No. 2
CO: 1			
LO: To enable them to understand working capital management			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Ravi M. Kishore; Financial Management- Problems and Solutions, Taxmann.
2. Dr. Rajendrs Sharma, Prof. Sanjay Mehta and Prof Mukesh Brahmhatt; Financial Management- Problems and Solutions, Yashraj Publications.
3. Dr. S.P. Gupta; Financial Management, Sahitya Bhavan Publication.
4. I M Pandey, Essentials of Financial Management, Vikas Publishing House.
5. Agrawal, Agrawal, Kothari; Financial Management, Ramesh Book Depot.
6. G. Sudarsana Reddy; Financial Management- Problems and Solutions, Himalaya Publishing House.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Financial Management
B.Com. 6th Sem.
Goal : To enable the students to understand the fundamental concepts of finance including time value, capital budgeting and the cost of capital, working capital management through analysis and interpretation of financial statements & Application of Various Calculative Tools to the decisions faced by a manager in investment decisions, financing decisions and dividend decisions faced by the firm.
Objective: This course is designed to enhance the understanding of the fundamental concepts of finance including capital

budgeting, cost of capital, working capital management and various types of decisions (Financial, Investment and Dividend)

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Financial Management.	% Students having the desirable understanding of Financial Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 75 Presentation 15	Final Internal Marks 15 GD 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Indirect Tax****Session: Jan-June****Class: B.Com. VI Semester (III Year)**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty & its classification. To Understand the valuation rules under central excise act.

CO2: Make the students familiarizes with the concept of Custom Duty and its provisions. It give more practical knowledge to computation of assessable value & calculation of Custom Duty.

CO3: Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT.

CO4: Make the students familiarizes with the concept of Service Tax and its provisions. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3		1	3	2	1
CO 2		3	3		1	3	2	1
CO 3								
CO 4		2	3		1	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Central Excise Duty	Central Excise Duty : Concept & Important Definitions Goods, excisable goods, manufacturer etc.	B.N.2
2		Registration Procedure in Central Excise	Registration Procedure in Central Excise	B.N.2
3		Classification of Goods	Classification of Goods in Central Excise	B.N.2
4			Methods of valuation of excisable goods	B.N.2
5		Advalorem Duty	Advalorem Duty - Numerical	B.N.2
6			Advalorem Duty - Numerical	B.N.2
7			Advalorem Duty - Numerical	B.N.2
8			Advalorem Duty - Numerical	B.N.2
9			Advalorem Duty - Numerical	B.N.2
10			Advalorem Duty - Numerical	B.N.2
11		MRP Based Valuation	MRP Based Valuation – Numerical	B.N.2
12			MRP Based Valuation – Numerical	B.N.2

CO: 1

LO: To understand the Concept of Central Excise Duty and Determination of Assessable Value under Central Excise and Excise Duty.

13	2	Custom Duty: Introduction custom duty.	Concept & Important Definitions	B.N.2
14		Nature of Customs Duty	Nature of Customs Duty	B.N.2
15		Types of Customs Duty	Types of Customs Duty, Numerical – Customs Duty	B.N.2
16		Prohibition under Customs Duty	Prohibitions on Import & Export	B.N.2
17		Valuation rules, computation of assessable value	Numerical – Customs Duty	B.N.2
18			Numerical – Customs Duty	B.N.2

19		and calculation of	Numerical – Customs Duty	B.N.2
20			Numerical – Customs Duty	B.N.2
21			Numerical – Customs Duty	B.N.2
22			Numerical – Customs Duty	B.N.2

CO: 2

LO: To understand the Concept of Custom Duty and Determination of Assessable Value under Custom Act and Custom Duty.

23	3	Central Sale Tax: Introduction	Introduction of Central Sales tax & its objectives	B.N.2
24		important definitions,	Important terms & definitions, Appropriate State with Example	B.N.2
25		provisions relating to interstate sales.	Provisions of interstate sales against declaration- Form-C,D, F,H,I E-I & EII. & Rates of Central Sales Tax	B.N.2
26		Determination of gross sales and taxable turnover.	Numerical- Rates of CST	B.N.2
27			Numerical- Rates of CST	B.N.2
28			Numerical- Rates of CST	B.N.2
29			Determination of Gross turnover & taxable sales	B.N.2
30			Numerical - CST	B.N.2
31			Numerical - CST	B.N.2
32			Numerical - CST	B.N.2
33			Numerical - CST	B.N.2
34			Numerical - CST	B.N.2
35			Numerical - CST	B.N.2

CO: 3

LO: To understand the Concept of Central Sales tax and Determination of Taxable Turnover under Central Sales tax and Tax payable.

36	4	M.P. VAT: Introduction, important definitions	Definitions & Features of VAT System, Important definition u/s 2	B.N.2
37		Registration and licensing of dealers	Registration of Dealer under VAT, Procedure for Registration Under VAT	B.N.2

38		Impact of to be or Not registered & Forms	B.N.2
39	Tax free goods	Exempted goods from VAT,	B.N.2
40	Assessment procedure, computation of taxable turnover and VAT. Investment Account	Rates of M.P.VAT	B.N.2
41		Taxable turnover under VAT, Numerical	B.N.2
42		Numerical - VAT	B.N.2
43		Numerical - VAT	B.N.2
44		Numerical - VAT	B.N.2
45		Numerical - VAT	B.N.2
46		Numerical - VAT	B.N.2
47		Numerical - VAT	B.N.2
48		Numerical - VAT	B.N.2

CO: 3**LO:** To understand the Concept of M.P. VAT and Determination of Taxable Turnover under M.P. VAT and Tax payable.

49	5	M.P. VAT- Tax payment and recovery of tax.	Filling of returns by Dealer- Sec 18	B.N.2
50			Provisions relating to Assessment under VAT	B.N.2
51			Payment of Tax, Refund of Tax & Recovery of Tax	B.N.2
52		Input tax rebate.	Input Tax rebate & Inventory rebate	B.N.2
53			Numerical - Input Tax rebate & Inventory rebate	B.N.2
54			Numerical - Input Tax rebate & Inventory rebate	B.N.2
55			Numerical - Input Tax rebate & Inventory rebate	B.N.2
56		Authorities: powers and duties.	VAT Authorities – Power of VAT Authorities	B.N.2
57			Duties of VAT Authorities	B.N.2
58		Appeal and	Appeal & Revision procedure under VAT	B.N.2

		revision.	
59		Difficulties in VAT.	Difficulties in implementation of VAT. B.N.2
60		Service Tax: Introduction, objectives	Meaning, Objectives & Scope of Service Tax B.N.1
61			Exemption limit in Service Tax B.N.1
62		Main provisions	Main provisions of Service Tax liability B.N.1
63			Registration & payment B.N.1
64			Numerical - Tax liability under Service Tax B.N.1
65			Numerical - Tax liability under Service Tax B.N.1
66			Service Tax – Assessment procedure B.N.1
67			Service Tax credit B.N.1
68		Assessment procedure and computation of service tax.	Service Tax - provisions relating to interest & penalty B.N.1
69			Valuation of Taxable Services – Rules B.N.1
70			Numerical - Service Tax B.N.1
71			Numerical - Service Tax B.N.1
72			Numerical - Service Tax B.N.1
73			Numerical - Service Tax B.N.1
CO: 3,4			
LO: To understand M.P.VAT Payment & Recovery of Tax, Input Tax Rebate, Authorities. To understand the Concept of and Determination of Taxable Services under Service Tax and Tax payable.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxes, H.C. Mehrotra, SBP, Agra, 2017
2. Indirect Tax, , SPP, Indore, 2018
3. Indirect Taxes Law and Practice, , Texmann, 2012

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax			
B.Com. VI Semester			
<p>Goal : To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty. To Understand the valuation rules under central excise act. Make the students familiarizes with the concept of Custom Duty. It give more practical knowledge to computation of assessable value & calculation of Custom Duty. Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT. Make the students familiarizes with the concept of Service Tax. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.</p>			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Indirect Tax	% Students having the desirable understanding of Indirect Tax.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: International Marketing

Session: Jan-June

Class: B.Com VI Sem.

I: Objective of course: To enable understanding among students with the international aspect of Marketing.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1:To gain a solid understanding of the theoretical and conceptual aspects of international marketing

CO2:To understand how to develop and manage a strategic international marketing initiative

CO3:To develop an advance level knowledge about international marketing mix

CO4:To provides knowledge regarding Export Business and related policies

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3	2				
CO 2		2		2		3		
CO 3		2	3	3		3		2
CO 4				2	3	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	International Marketing	Introduction to Marketing	B.N. 1
2			Meaning, Definition & Concept of Marketing in International terms	B.N. 1
3			Nature & Scope of International Marketing	B.N. 1
4			Importance of International Marketing	B.N. 1
5			Difference between Domestic & International Marketing	B.N. 1
6			Institutional framework for International Marketing	B.N. 1
7			Analysis of International Environment	B.N. 6
8			Study of Internal & External factors of International Business Environment	B.N. 6
9			International Marketing Planning	B.N. 6
10			Decision Making in International Marketing	B.N. 6
11			International Marketing Controlling	B.N. 6
12			Review of Unit I	
CO: 1				
LO: Gets the understanding and need of international marketing and how it is different from domestic marketing				
13	II	Product in International Marketing	Identifying product for International platform	B.N. 6
14			Stages of Planning for Product	B.N. 6
15			Development of Product Idea	B.N. 6
16			Importance of Product planning at international level	B.N. 6
17			Points & policies to be taken care of while planning for Product	B.N. 6
18			Product designing	B.N. 6
19			Product Development	B.N. 6
20			International Product Mix planning	B.N. 6
21			International Product Life Cycle	B.N. 6
22			Branding of International Products	B.N. 6
23			Packaging of International Products	B.N. 6

24			Labeling of International Products	B.N. 6
25			Warranty & Services of International Products	B.N. 6
CO: 2 & 3				
LO: Enables to analyze and find out answers for possible product which should be offered internationally				
26	III	International Pricing	Introduction to Pricing Decisions	B.N. 6
27			Objectives & Importance of Pricing Decisions	B.N. 6
28			Strategies of Pricing	B.N. 6
29			Methods of Pricing	B.N. 6
30			Factors affecting International Pricing Decision	B.N. 6
31			Process of price setting	B.N. 6
32			Importance of Price in Marketing Mix	B.N. 6
33			Firm’s policy regarding Pricing	B.N. 2
34			International Price Quotation	B.N. 2
35			Strategies of pricing under fluctuating economic environment	B.N. 2
36			Various modes of international pricing	B.N. 2
37			Payment Conditions	B.N. 2
CO: 3				
LO: Provides understanding about various options available in relation to pricing and factors which affects it				
38	IV	International Distribution Channel	Introduction to Distribution Channel and Logistics	B.N. 2
39			Meaning, functions and Importance of Distribution Channel	B.N. 2
40			Types of Distribution Channels for Consumer Goods	B.N. 2
41			Types of Distribution Channels for Industrial Goods	B.N. 2
42			International Distribution Channels	B.N. 2
43			VMS & HMS	B.N. 2
44			Identifying various logistic channel	B.N. 2
45			Types of Middlemen available for International Marketing	B.N. 2
46			Selection of distribution Channel	B.N. 2
47			Appointment of Foreign Sales Agent	B.N. 2

48			Determining terms of Contract	B.N. 2
49			Revising Unit III & IV	B.N. 2
CO: 1 & 3				
LO: Helps in analyzing & deciding various methods for distribution of product/services				
50	V	Indian Export - Import	Introduction to Import & Export	B.N. 6
51			Needs & Importance of Export	B.N. 6
52			Study of current Ex-Im Policy of India	B.N. 6
53			Steps in starting an Export Business	B.N. 6
54			Brief awareness about various schemes for promoting Export	B.N. 6
55			Identifying the documents required for Foreign Trade	B.N. 6
56			Study of financial aspect of foreign trade	B.N. 6
57			Promotional Schemes for Foreign Trade by various banks	B.N. 6
58			Ways to get Finance from institutions	B.N. 6
59			Selection of Export Pricing Strategy	B.N. 6
60			Decision related to Export Pricing	B.N. 6
61			Revision of Unit V	B.N. 6
62			Doubt session for subject	B.N. 6
63			Doubt solving lecture	B.N. 6
CO: 3 & 4				
LO: Gives an idea about how to start an export business and related policies, services and financing options				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shalini Agrawal; International Marketing, Sahitya Bhawan Publications
2. Kothari & Jain; International Marketing, RBD Publications
3. Varshney & Bhattachariya; International Marketing Management, Sultan Chand Publications
4. Francis Cherunilam; International Marketing, Himalaya Publishing House
5. M. Abdul Hai; International Trade & Finance, RBD Publications
6. Rakesh Mohan Joshi; International Marketing, Oxford University Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject:InternationalMarketing			
B.Com VI Sem.			
Goal : To induce an understanding of International Marketing Mix with its policies and framework by Indian Govt.			
Objective: To enable understanding among students with the international aspect of Marketing and how marketing decisions are affected			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Subject : Moral Value And Hindi language and English

Session: Jan-June

Class :B.Com VI Semester

I: Objective of Course :

1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA
2. fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirg lkFkZd] l{ke tkx:d ukxfjd cusA

Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

The faculty member will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 50 marks having theory and have 3 sections A, B and C.

Moral values and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO) :

1. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZlr vkRefo'okl o laizs" k.kh;rk dh 'kfDr iznku djsu esa vk/kkj ikB~;dhe dh lajpuk vR;ar vk/kkjHkwr ladYiuk dh Hkwfedk vnk djsxhA
2. fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk mi;ksx lgh rjhds ls dj ik;saxsaA
3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions.
4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination

IV : Po-Co Mapping : HIGH-3, MEDIUM-2, LOW-I

	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Co 1							1
Co 2				2			
Co 3	1	2					
Co 4		1				2	

V: Session Plan: VI Semester

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
1	bdkbZ I	ikB~;dze ifjp;	ikB~;dze ij ppkZ	
2		lR; ds lkFk esjs iz;ksx	egkRek xak/kh dh vkRedFkk ds ek;/e ls dqN fo'ks"k laLej.kksa ij ppkZ	B.No.01
3.			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-1 First Assignment				
Lo-1, lElw.kZ ikB~;dze esa ifjpr gksxsaA egkRek xak/kh dh vkRedFkk ds ek;/e ls egkRek xak/kh ds thou ls ifjpr gksxsaA				
4.	bdkbZ II	vkRe fuHkZjrk	vkRefuHkZjrk dk vFkZ] ykHk	B.No.01
5.			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
6		xwyj ds Qwy	xwyj ds Qwy] fuca/k dk lkjak'k] ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
7			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-2 First Assignment				
Lo-- vkRe fuHkZjrk dks thou esa viuk,axsa rFkk izd`fr ls ifjpr gksxsaA				
8	bdkbZ II	e;/izns'k dh yksddyk,Wa	c?ksy[kaM] cqansy[kaM dh yksddykvksa dk ifjp;	
9		ekyoh] fuekM+h yksd dykvksa dk ifjp;		
10			vuqlwfr tu tkfr dh yksddykvksa dk ifjp;] iwjs ikB ds iz'uksa ij ppkZ] ifjpr gksxsaA	B.No.01
Lo- e;/izns'k dh yksddykvksa ls ppkZ ifjpr gksxsaA				
11	bdkbZ II	e;/izns'k yksd lkfgR;	yksdlkfgR; dk vFkZ] yksdlkfgR; dk oxhZdj.k	B.No.01
12			c?ksyh] cqnsayh] ekyoh] fuekM+h] yksd lkfgR; dk ifjp;	B.No.01
13		i= ys[ku	izk:i.k] fVli.k] vkns'k] dk ifjp; ifji=] Kkiu, vuqLekjd dk ifjp;	B.No.01
14				B.No.02
15		iwNks u izkr dh ckr vkt	iwNksu izkr dh ckr vkt dk lkjak'k ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
16				B.No.01
17		xsawi cuke xavkc	xsawi cuke xavke] fuca/k dk	B.No.01

18	bdkbZ III		lkjak'k] xsgw] cuke xqyke] fuca/k ds iz'uksa ij ppkZ	B.No.01
19 20		nwjHkk"k vkSj eksckby	nwjHkk"k izfof/k] fodkl] nwjHkk"k vkSj VsyhxzkQ	B.No.01 B.No.01
21	bdkbZ III		eksckbZy dk ifjp:] vuqiz;ksx eksckby ojnku ;k vfHk'kki	B.No.01 B.No.01
22		e;/izns'k dh fp=x.k ewrhZ dyk] ,oa LFkkiR;	e;/izns'k dh fp=dyk] ewrhZdyk] LFkkiR; dyk dk ifjp;	B.No.01 B.No.01
23 24		dyk fgUnh dh 'kCn IEink	ikB ls lacaf/kr iz'uksa ij ppkZ i;kZ;okph] 'kCn;qXe ,oa foykse 'kCnksa ds vFKZ rFkk ikB ls lacaf/kr egRoiw.kZ iz'uksa ij ppkZ	B.No.01 B.No.02 B.No.02
Lo- nwjHkk"k] eksckby ls ifjpr gksxsA e;/izns'k dh fp=dyk] ewrhZdyk rFkk fgUnh dh 'kCn IEink esa ifjpr gksxsA				

English Session Plan

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO: 3 The student will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text.				
LO 4: The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	Stopping By Woods on a Snowy Evening	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		Communication Education and Information Technology	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Gif Of Maggi	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Cherry Tree	Discussion about the author and the topic	B.NO 1
9			Discussion of Question and answer	B.NO 1
CO:4				
LO: Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
10		Translation	Translation of passage English to Hindi and Hindi to English	B.NO.2
11		Email-Writing	Format and Importance of Email writing	B.NO 3

12	V	Power Point Presentation	Elements of power point presentation skills and its role in today's scenario	B.NO 2,3
13		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 4,5
14		Sentence Correction	Common Errors will be dealt.	B.NO 3

VI Book References:

Hindi

- 1- uSfrd ewY; vkSj Hkk"kk %& e/;izns'k fgUnh xzaFk vdkneh] Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku] iVuk A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Moral Values and Language			
B.Com.VI Semester			
Goal: To Develop Hindi Language.			
Objective. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo[kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

DEPARTMENT OF COMMERCE, IPS ACADEMY

PROGRAM OUTCOME

B.Com. (Honors)

1. This program could provide well tainted professionals for the industries, banking sectors, insurance companies, financing companies, Transport agencies, warehousing etc. to meet the well trained men power requirements. The graduates will get hands on experience in various aspects acquiring skills for marketing manager, selling managers, overall administration abilities of the companies.
2. After completing this course they can become a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary teacher, professor, stock agents and get govt. jobs easily.
3. The course offer the number of value based and job oriented courses (Industry visit, summer training) ensures that students are trained can get aware about the present scenario of the world.
4. Create a base to compete and participate and gain leadership positions in organizations at National and International levels
5. Through this course department is putting efforts to nurture entrepreneurial skills and capabilities.
6. . B.Com (Honors) is an undergraduate degree program that focuses on systematic study of the concepts of Accountancy, Banking, Costing, Business studies, Managerial Economics, Business Mathematics, Finance, Law, Taxation, and Management Studies etc. It is a career oriented in nature that opens many job opportunities after successful completion of the program.
7. This course seeks to provide students with the knowledge and technical skills necessary to understand and participate in the modern business and economics world, to prepare them for subsequent graduate studies and to allow them to achieve the highest level of success in their professional careers
8. Students will be able to do higher education and advance research in the field of Commerce and finance.

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Mathematics****Session: July-June****Class: B.Com. I year (Honors.)**

I: Objective of course: The objective of this course is to teach the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: have basic knowledge in the areas of business calculus and financial mathematics

CO2: apply the knowledge in mathematics (Set theory, percentage, ratio- proportion, averages) in solving business problems.

CO3: be able to work with simple and compound interest, annuities, trade discounts, true discount, and banker's discount problems in various situations and use correct mathematical terminology.

CO4: be able to understand and use Simultaneous equations and Quadratic equations in a variety of contexts.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2			2
CO 2		2	2	2		2		2
CO 3		2		2		2		
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Average, Ratio and proportion, Percentage	Ratio- Meaning, features and types of ratio.	B.N. 1
2			Ratio related to partnership	B.N. 1
3			Profit sharing ratio, Sacrificing ratio & Gaining ratio.	B.N. 1
4			Ratio Short numerical questions.	B.N. 1
5			Ratio- Long numerical questions	B.N. 1
6			Ratio- Long numerical questions	B.N. 1
7			Ratio- Long numerical questions	B.N. 1
8			Proportion- Meaning, rules & kinds.	B.N. 1
9			Problems related to Inverse & compound proportion.	B.N. 1
10			Problems related to continued & direct proportion	B.N. 1
11			Percentage- Rules & numerical.	B.N. 4
12			Percentage- Numerical.	B.N. 4
13			Percentage- Numerical	B.N. 4
14			Calculation of simple averages.	B.N. 4
15			Calculation of Weighted averages.	B.N. 4
16			Calculation of arithmetic mean.	B.N. 4
17			Calculation of harmonic mean	B.N. 4
18			Calculation of Geometric mean	B.N. 4
19			Practical problems related to averages.	B.N. 4
CO: 1, 2				
LO: Able to solve problems related to ratio, percentage & averages.				
20	2	Profit and loss, Simple and Compound	Simple Interest- Formulas and Calculation.	B.N. 3
21			Simple Interest- Practical Problems.	B.N. 3

22		Interest.	Simple Interest- Practical Problems.	B.N. 3		
23			Compound Interest and Simple interest.	B.N. 3		
24			Calculation of compound Interest.	B.N. 3		
25			Calculation of compound Interest - Practical's.	B.N. 3		
26			Calculation of compound Interest - Practical's.	B.N. 3		
27			Calculation of compound Interest – Practical's	B.N. 3		
28			Profit & Loss- Meaning & important Formulae	B.N. 3		
29			Practical questions related to profit & loss.	B.N. 3		
30			Practical questions related to profit & loss.	B.N. 3		
31			Practical questions related to profit & loss.	B.N. 3		
32			Practical questions related to profit & loss.	B.N. 3		
CO: 2,3						
LO: Having knowledge of interest and profit & loss calculation						
33	3	Annuities, True Discount and Banker's Discount.	Meaning and types of Annuities.	B.N. 4		
34			Practical problems regarding annuity.	B.N. 4		
35			Problems relating to present value of annuity.	B.N. 4		
36			Problems relating to deferred annuity.	B.N. 4		
37			Problems relating to sinking fund.	B.N. 4		
38			True discount- meaning and definitions.	B.N. 4		
39			Banker's discount – meaning & definitions.	B.N. 4		
40			Simple interest and true discount.	B.N. 4		
41			Banker's gain.	B.N. 4		
42			Computation of true discount.	B.N. 4		
43			Computation of Banker's gain & discount.	B.N. 4		
44			Practical problems regarding various discounts.	B.N. 4		

45			Practical problems regarding various discounts.	B.N. 4
CO: 3				
LO: Fundamental knowledge of annuities, true & banker’s discount				
46	4	Basic concepts of Set Theory: Definition, Types, Operations on Sets, Venn Diagram. Simultaneous Equations – Meaning, Characteristics, Types and Calculations.	Concept of set theory.	B.N. 5
47			Meaning, definition and types of sets.	B.N. 5
48			Operations on sets.	B.N. 5
49			Operations on sets.	B.N. 5
50			Operations on sets.	B.N. 5
51			Venn Diagram.	B.N. 5
52			Venn Diagram.	B.N. 5
53			Venn Diagram.	B.N. 5
54			Simultaneous Equations – meaning & characteristics.	B.N. 5
55			Different Methods of solving equations.	B.N. 5
56			Problems relating to Number and Fraction	B.N. 5
57			Problems relating to Age.	B.N. 5
58			Solving Miscellaneous Problems.	B.N. 5
59			Solving Miscellaneous Problems.	B.N. 5
60			Solving Miscellaneous Problems.	B.N. 5
CO: 2, 4				
LO: Conceptual knowledge of Set theory, framing and solving equations.				
61	5	Quadratic Equation in one variable inequalities, linear Programming (two variable)	Quadratic equation- meaning & concept	B.N. 2
62			Formation of quadratic equation.	B.N. 2
63			Factorization method to solve quadratic equation.	B.N. 2
64			Formula method to solve equation.	B.N. 2
65			Discriminate & Nature of roots.	B.N. 2
66			Relation between roots & coefficients of quadratic equation.	B.N. 2
67			Linear inequalities and its types.	B.N. 2
68			Solution of inequality.	B.N. 2

69		Solution of simultaneous linear inequalities.	B.N. 2
CO: 3,4			
LO: Concept of quadratic equations & linear programming			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Business mathematics, Sahitya Bhawan Publication.
2. C. Sancheti, Business Math's, S.Chand Publishing House.
3. Ramesh Mangal, Business mathematics, Satish Printers and publishers.
4. Sanjay Mehta, Business Mathematics, Devi Ahilya Prakashan.
5. M. Raghavachari, Mathematics for Management, tata mcgraw hill publishers.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
B.Com. I Year Honors			
Goal: Students develop the ability to work the areas of business calculus and financial mathematics and apply the knowledge of mathematics (Set theory, percentage, ratio- proportion, averages simple interest. Compound interest etc.) in solving business problems			
Objective: Students gain understanding of the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Mathematics.	% Students having the desirable understanding of Business Mathematics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – I Year

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrA
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpksa dks ifjpr djds muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C..

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&lank ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn lank] okD;&lajpuk] i=&ys[ku ,oa Hkko&iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;ksa vkSj fodkl dh fn"kkvksa ls ifjpr gksxsA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo"k;ksa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsA rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsA vkn'kZ ukxfjd o l{ke ekuo gksxkA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
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CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V Session Plan :

Lecture No.	Unit	Topic	Sub Topic	Reference
1	bdkbZ&I	Lora=rk iqdkjrh	Lora=rk iqdkjrh dk vFkZ o 'kCnak'k dk dsUnzh;Hkko le>kdj iz'u dza-1 djok;saxsaA	B.No 1
2		iq"i dh vfHkyk"kk	iq"i dh vfHkyk"kk dk vFkZ o dfo ifjp; 1 o iz'u mRrj A	B.No 1
3		okD; lajpuk vkSj v'kqf);Wak	okD; dh ifjHkk"kk o izdkjksa dks le>kb;sA	B.No 1
4			'kCn le>k,xs	B.No 1
Co:1				
Lo-1- Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxhA 'kghnksa ds fy, eu esa Ja)ktfy dh Hkkouk tkx`r gksxhA okD; 'kq) fy[kuk o mPpkfjr djuk fodflr gksxkA				
5	bdkbZ&II	ued dk njksxk	ued dk njksxk dgkuh le>k,xs o mldk lkjak'k fy[kok;saxsaA	B.No 1
6			iz'u&mRrj djok;saxsaA	B.No 1
7		,d Fks jtkk Hkkst	,d Fks jtkk Hkkst dk vFkZ le>kdj	B.No 1
8			iz'u&mRrj djok;saxsaA	B.No 1
9		i;kZ;okph foykse ,dkFkhZ vusdkFkhZ	i;kZ;okph] foykse ,dkFkhZ] vusdkFkhZ] lRo;qXe] llr;qXe] le>kdj iwNsaxsaA	B.No 3
CO1				
LO:2 u,&u, 'kCnksa ls ifjpr gksxsa rFkk lR; ds ekxZ ij pyus ds fy, izsfjr gksxsaA				
7	bdkbZ&III	Hxxoku cq) yksdra= ,d /keZ gS	Hxxoku cq) ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No 1
8		ugha :drh gS unh	yksdra= ,d /keZ gS dk ifjp; nsdj iz'u mRrj djok;saxsaA	B.No 1

9		iYyou	iYyou dk vFkZ le>kdj iYyou fy[kus dks nsxsaA	B.No 2
10			iYyou fy[kok;saxsaA	B.No 2
Co:3				
LO-3- vfgalk o d:.kk dk Hkko tkx`r gksxk rFkk lcls egRoiw.kZ gS deZ djukA deZ ds fcuk euq"; dHkh Hkh IQy ugha gks ldrk gSA deZ dks ysdj tkx:drk dh Hkkouk fodflr gksxhA				
11	bdkbZ&IV	vQlj	vQlj O;aX; le>kdj mldk ifjp; nsdj iz'u mRrj djok;sxsaA	B.No 1
12		gekjh lakLd`frd ,drk laxzg esa	Hkkjfr; lakLd`frd ,drk laxzg le>kdj mnkgj.k nsdj le>k,xsaA	B.No 1
13			iz'u mRrj djok;saxsaA	B.No 1
14		la{ksi.k ¼ladfyr½	la{ksi.k dk ifjp; nsdj la{ksi.k dk egRo o fy[kus dks nsaxsaA	B.No 2
Co 3				
Lo:3,4 ,drk dh Hkkouk fodflr gksxh vkSj laLd`fr o IH;rk ds fy, eu esa Hkkouk fodflr gksxhA				
15	bdkbZ&V	uSfrd ewY; ifjp; ,oa oxhZdj.k	uSfrd ewY; dk oxhZdj.k] ifjp;] o vFkZ le>k,xsaA	B.No 1
16			iz'u&mRrj djok;sxsaA	B.No 1
17		vkpj.k dh IH;rk varKfu vkSj uSfrd vli nhiks Hko	vkpj.k o O;ogkj dk ifjp; nsdj thou uSfrd thou dk egRo le>k,xsaA	B.No 1
18			uSfrd thou dk egRo le>k,xsaA	B.No 1
19		vli nhiks Hko	vli nhiks Hko% ikB dk vFkZ le>k,xsaA	B.No 1
20			iz'u mRrj djsaxsaA	B.No 1
VI: Book Reference : fgUnh Hkk"kk vkSj uSfrd ewY; , Madhya Pradesh Hindi Granth Academy Bhopal vfjgUr lkekU; fgUnh, Arihant publication Madhya Pradesh. Y;wlsUV tujy fgUnh , Lucent Publication Patna				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective. cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjfpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Organization****Session: July-June****Class: B.Com. I year (H)**

I: Objective of course: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To understand the concepts of the business, organization and the various forms of organization.

CO2: To understand the promotion of business and its stages.

CO3: To make them understand the merits and demerits of multinational corporation

CO4: To explain them modern forms of communication like fax, Emails, video conferencing etc

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	3		3	2	1			
CO 3				3				
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Business Organization	Syllabus discussion, meaning of Business and organization	B.N.-1
2			Definition, concept and characteristics of B.O.	B.N.-1
3			Objectives of B.O.	B.N.-1
4			Significance of Business	B.N.-1
5		Social responsibilities of B.O.	Social responsibilities of B.O.	B.N.-2
6			Promotion of business- meaning of promoter	B.N.-2
7			Types and functions of promoter	B.N.-2
8			Functions of Business Promotion	B.N.-1
9			Factors to be considered for setting up business enterprise	B.N.1
10			Stages of Business Promotion	B.N.-2
11			Stages of Business Promotion	B.N.-2
12		Sole Proprietorship	Sole Proprietorship-meaning, characteristics	B.N.-2
13			Advantages of Sole Proprietorship	B.N.-2
14			Disadvantages of Sole Proprietorship	B.N.-1
15			Importance of Sole Proprietorship	B.N.-1
16		Partnership	Partnership Deed-meaning, registration	B.N.-1
17			Rights and duties of partners	B.N.-2
18			Advantages and disadvantages of partnership	B.N.-1

19			Dissolution of partnership firm	B.N.-2
20			Dissolution of partnership firm	B.N.-1
CO: 1 and2				
LO: Explained the students about the various forms of business organizations.				
21	2	Company	Company-meaning, definition	B.N.-3
22			Characteristics of Company	B.N.-3
23			Private Company-meaning, definition	B.N.-1-
24			Characteristics of Private Company	B.N.1
25			Public Company- meaning, definition	B.N.-2
26			Characteristics of Public Company	B.N.-2
27			Advantages and disadvantages of Public Company	B.N.-2
28			Difference between private and public company	B.N.-2
29			Advantages and disadvantages of company	B.N.-2
30		Co-operative organization	Meaning, need, significance	B.N.-2
31			Merits and demerits of Co-operative organization	B.N.-2
32			Public Enterprises Concept, Meaning	B.N.-2
33			Characteristic of Public Enterprises	B.N. -2
34			Objectives and Significance of Public Enterprises	B.N.-2
35			Business size and location	B.N.-5
36			Plant layout and combination of business	B.N.-5
37		MNCs	Meaning and Introduction	B.N.-5
38			Advantages of Multinational Corporations	B.N.-5
39			Disadvantages of Multinational Corporations	B.N.-5
CO: 2 and3				

LO: Explained them the objectives and significance of plant layout and Business Combination.				
40	3	Communication-	Communication-meaning, definition	B.N.-4
41			Objects and nature of business communication	B.N.-4
42			Importance of business communication to management	B.N.-4
43			Elements of communication and feedback	B.N.-4
44			Dimension and direction of communication	B.N.-4
45			advantages and disadvantages of upward and downward communication0	B.N.-4
46		Means of communication	Means of communication-verbal communication	B.N.-4
47		SWOT Analysis	SWOT Analysis-meaning, parts	B.N.-1
48			SWOT Analysis-Use of SWOT analysis	B.N.-1
49			Importance of SWOT analysis	B.N.-1
50			limitations of SWOT analysis	B.N.-1
51		Feed Back & Directions	Importance of feedback in Organization	
52			Process of Feedback	B.N.-1
53			Directions of Communication	B.N.-4
54			Upward communication	B.N.-4
55			Downward Communication	B.N.-4
CO: 3				
LO: Explained the different dimension and direction of communication				
56	4	Non verbal communication	Non verbal communication-meaning ,functions	B.N.-4
57			Body language and Para language	B.N.-4
58			Body language and Para language	B.N.-4
59		Barriers of communication	Barriers of communication- Physical, organizational	B.N.-4

60			Barriers of communication- Psychological & others	B.N.-4
61			Importance of written communication	B.N.-4
62		Business letter	Business letter-meaning, need	B.N.-4
63		Business letter	Kinds of Business Letter	B.N.-2
64			Essentials of an effective Business Letter	B.N.-2
CO: 3				
LO: Described the channel of communication and barriers in communication				
65	5	Modern forms of communication	Modern forms of communication-Fax, email	B.N.-4
66			Video conferencing	B.N.-4
67			International communication for global business	B.N.-4
68			Opportunities of E-commerce	B.N.-4
69			Significance of E-commerce	B.N.-4
CO: 4				
LO: Explained the different Modern Forms of Communication				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Dr. Khushpat S Jain, Business Organisation
- 2 Dr. Milind Kothari, Business Organisation
- 3 S. Chand, business organization and management,
- 4 R. Chand and Co. Business Communication
- 5 P.C. Tulsian Business organization and management

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Organization			
B.Com. Ist Year (H)			
Goal: To develop understanding among students about various forms of Business organization.			
Objective: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. I yr

Session: July-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the role and importance of entrepreneurship for economic development, developing personal creativity.

CO2: To understanding the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures.

CO3: Entrepreneurship and Innovation minors will be able to find problems worth solving. Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.

CO4: Entrepreneurship and Innovation minors will be able to sell themselves and their ideas, find problems worth solving.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	2		
CO 2	1						1	
CO 3		2	3	2	2	1		2
CO 4					3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Definition, Characteristics & Importance of Entrepreneurship	B.N.1
2			Types of Entrepreneur,	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Goal Determination	Motivational factors of Entrepreneur	B.N.2
6			Motivation to achieve target, Establishment of ideas	B.N.2
7			Setting targets & facing Challenges	B.N.1 &2
8			Challenge of Goal setting	B.N. 2
9			Problems of Goal determination	B.N.1
10			Solutions of problem in Goal Determination	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and setting the goal.				
11	2	Project Proposal	Need , Objects of Organisation	B.N-1 &3
12			Steps of project Planning process exploration	B.N -1
13			objectives & importance of Project report	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Nature of Organisation	Form of Business organization in Private & Government sector	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Factors influencing the choice of suitable form of organization	B.N-1 &3
18			Meaning & Characteristics of Sole Proprietorship, Partnership & Cooperative Committees	B.N-1 &3
19		Production Management	Meaning Definition, Characteristics & Importance of Production Management	B.N-3
20			Production Management – Methods of Purchase	B.N-3
21			Methods of purchase for raw material and goods and quality management, employee management	B.N-3
22		Financial Management	Meaning, characteristics of financial planning	B.N-1
23		Marketing, Marketing,	Sales & the art of selling understanding the market & Market Policy	B.N-1
24		Consumer Management	Consumer Management, Time Management, Role of regulatory institutions – District Industry Centre	B.N-1
CO: 1 & 3				
LO: To Provide knowledge of project proposal needs –object in business and their impact on financial & management aspect in enterprise				
25	3	Role of Regulatory institutions	DIC introduction, functions, problems & suggestions for Success of DIC’s.	B.N-1&2
26			Working of pollution control board, Food & drug administration.	B.N-1&2
27			District level organization.	B.N-1-2
28		Role of development	Role of development Organizations – Khadi & Village Commission/Board M.P. Finance Corporation,	B.N-1,3
29			Scheduled Banks, M.P.Women’s Economics Development Corporation Self	B.N-1,3
30		Self Employment oriented schemes	Employment oriented Schemes –Golden jubilee, Urban employment Scheme,	B.N-1,4
31			prime Minister’s Employment Schemes,	B.N-1,4

32			Startup India campaign, Pradhan Mantri Kaushal Vikas Yojana (PMKVY)	
33			Rani Durgawati Swarojgar Yojna (RDSY), Deendayal Swarojgar Yojna (DDSY)	B.N-1,4
34		Various Grant Schemes	Various grant Schemes – Capital & Interest Power subsidy	B.N-1,3

CO: 1 & 3**LO:** To introduced in different financial schema in growth of entrepreneurs.

35			Economics Management –short term sources of finance	B.N-2
36			Function of Bank, Role of Bank in Entrepreneurial Development	B.N-2
37	4	Financial management	Financial Planning & working Capital	B.N-2
38			Keeping of Accounting	B.N-3
39			Users of accounting	B.N-3

CO: 3**LO:** To knowledge of Financial, accounting management and how to arrange of capital in different resources

40			Main problems of Facing by entrepreneur	B.N-1
41			Problem of capital and long term Financial resources	B.N-1
42	5	Problems of Entrepreneur & solutions	Administrative problems,	B.N-1 &2
43			Problem of Power to Entrepreneur	B.N-1
44			Registration Problems	B.N-1
45			Problems of Ownership	B.N-1&3

CO: 4**LO:** Helps to give proper idea in resolving different type of problems in organization

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment Subject : ENTREPRENEURSHIP DEVELOPMENT B.Com. I yr.

Goal : To Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial, Marketing Management, Problems of Entrepreneur & solutions.

4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of entrepreneurship.	% Students having the desirable understanding of entrepreneurship.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class: B.Com- I Year

I: Objective of course:

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it's an eye opening for students and society

CO2. Vocabulary building is the foundation of language, collection of words makes right impact on spoken and written language. Vocabulary is a key for successful communication.

CO3. This will help students to understand the rules of English language. Grammar lays the basics and correctness of English language.

CO4. This course enhances the writing skills and develops students to comprehend their writing and reading skills

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3			
CO 2		2						
CO 3			1					
CO 4		1	2	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	Where the Mind is Without Fear	Explanation of the Poem, Poet	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		A Hero	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		Tryst with Destiny	Explain the speech by our First Prime Minister	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Indian Weavers	Explanation of the Poem, Poet.	B.NO 1
9			Discussion of Question and answer	B.NO 1
10		The Portrait of a Lady	Discussion about the author and then explaining the story in detail.	B.NO 1
11			Discussion of Question and answer	B.NO 1
12		The Solitary Reaper	Explanation of the Poem, Poet	B.NO 1
13			Discussion of exercises related to poem	B.NO 1
CO1				
LO 1- The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
14	II	Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
15		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
16		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3
CO2				
LO2 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
17		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 2,3,4

18	III	Tenses	Rules of Tenses and their uses	B.NO 2,4,5
19			Practice of Tenses	B.NO 2,4,5
20		Articles	Proper usage of Articles	B.NO 2,4,5
CO3				
LO3 Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage				
21	IV	Comprehension/ Unseen Passage	Decoding of the symbols and comprehending of the message	B.NO 2
22			Practice of Unseen Passage	B.NO 2,3
CO4				
LO4 Students will enrich the ability to understand the text and Passages.				
23	V	Composition and Paragraph Writing	The process of paragraph writing	B.NO 2
24		Paragraph Writing	Drafting a paragraph	B.NO 2,3
CO4				
LO5 Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. I Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: To enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent Comprehension of Language.	% Students having the desirable comprehension of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Financial Accounting**Session: July-June****Class: B.Com. I Year Honours**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the purpose of double entry system to understanding the accounting system properly. Record journal entries accordingly and Prepare ledger accounts using double entry bookkeeping. Preparation of trial balance, Types of Cash Books and To understand the aspects of Accounting Standards in modern scenario.

CO2: Preparation final accounts & Bank reconciliation statement from incomplete statement. To understand the aspects of depreciation accounting as per AS-6 & its needs. Prepare final accounts from incomplete records.

CO3: To understand the law & accounting regarding Insolvency. To understand the Scope of departmental accounting

CO4: To familiarize the concept of Branch account and its system. Enable the students to understand partnership account from admission to dissolution including Insolvency & Conversion of firm into company.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	2			3	2	3
CO 2		2	2			3	2	3
CO 3		1				1	2	3
CO 4	1	1				1		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Double Entry System	Meaning, Definition & Concept of Double Entry System	B.N.2
2		Accounting Principles	Fundamental & Principle’s of Accounting	B.N.2
3		Journal	Meaning, Features & Formats, Separate & Compound Journal Entries	B.N.1
4			Numerical – Journal Entries	B.N.1
5		Ledger	Meaning, Format & Methods of Posting	B.N.1
6			Numerical - Ledger	B.N.1
7		Trial Balance	Meaning, Objectives & Methods, Preparation of Trial Balance	B.N.1
8		Types of Cash Book	Simple & Double Column Cash Books Numerical	B.N.1
9			Triple Column & Multi Column Cash Books Numerical	B.N.1
10			Petty Cash Book Numerical	B.N.1
11		Accounting Standards	Introduction to IAS, Definition & Terminology	B.N.3
12		IFRS-Basics	Introduction to International Financial Reporting Standards, Definition & Terminology	B.N.3
CO: 1				
LO: To understand the Concept & Principles of Double Entry System and Accounting. To record the basic journal entries, to know how the accounting entries are posted in books & preparation of Trial Balance. Understand the aspects of Accounting Standards in modern scenario.				
13	2	Final Accounts – with Adjustments	Meaning & Definitions of Final Accounts, Performa – Trading & P&L Account, Balance Sheet	B.N.2
14			Adjustments in Final Accounts, Numerical – Final Accounts	B.N.2
15			Numerical – Final Accounts	B.N.2
16			Numerical – Final Accounts	B.N.2
17			Numerical – Final Accounts	B.N.2
18		Bank Reconciliation Statement	Meaning, Definitions of Bank Reconciliation & Rules regarding Preparation of BRS	B.N.2
19			Numerical – Bank Reconciliation Statement	B.N.2
20		Depreciation Accounting (AS-6)	Introduction to AS-6 (Revised) Depreciation Accounting – Terminology, Explanation & Disclosure	B.N.3
21			Numerical – Depreciation fixed Installment Method & Reducing Balance Method	B.N.3

CO: 2

LO: To understand how to prepare the final accounts and making adjustments. Able to maintain Bank reconciliation statement from incomplete statement. Memorize how to calculate depreciation by applying various methods as per AS-6.

22	3	Single Entry System	Meaning, Definitions of Single Entry System & Rules Regarding preparation of final accounts from incomplete Records.	B.N.2
23			Numerical – Single Entry System	B.N.2
24			Numerical – Single Entry System	B.N.2
25			Numerical – Single Entry System	B.N.2
26		Insolvency Accounts	Meaning & Definition of Insolvency Accounts, Insolvency Procedure, List & Statements	B.N.1
27			Insolvency - Numerical	B.N.1
28			Insolvency – Numerical	B.N.1
29			Insolvency – Numerical	B.N.1
30		Departmental Accounts	Meaning, Objectives, Advantages of Departmental Accounts, Departmental Trading & P&L A/c	B.N.2
31			Inter Departmental Transfers – Numerical	B.N.2
32			Departmental Accounts - Numerical	B.N.2
33			Calculation of Closing Stock, Calculation of Unrealized profit on Stock - Numerical	B.N.2
34		Branch Accounts	Definition & Importance of Branch Accounts, Methods for preparing Branch Accounts	B.N.2
35			Numerical – Branch Accounts	B.N.2
36			Numerical – Branch Accounts	B.N.2
37			Numerical – Branch Accounts, Conversion of Trial Balance of Foreign Branch	B.N.2
38			Numerical – Foreign Branch	B.N.2

CO: 2,3,4

LO: How to prepare Income & Expenditure account from Receipt & Payment account and How to prepare Insolvency Accounts. To understand the types of Branch and methods of Branch accounting & departmental accounting.

39	4	Accounting for Partnership	Basic Concept, Capital Accounts, and Accounting Treatment of Goodwill	B.N.4
40		Accounting for Admission	Admission of New Partner – New Profit Ratio	B.N.4
41			Admission of New Partner - Numerical	B.N.4

42			Admission of New Partner - Numerical	B.N.4
43			Admission of New Partner - Numerical	B.N.4
44			Admission of New Partner - Numerical	B.N.4
45		Accounting for Retirement	Retirement of Partner – Revaluation Account, Retirement of Partner – Numerical	B.N.4
46			Retirement of Partner - Numerical	B.N.4
47			Retirement of Partner - Numerical	B.N.4
48			Retirement of Partner - Numerical	B.N.4
49		Accounting for Death of a Partner	Death of a Partner – Numerical	B.N.4
50			Joint Life Insurance Policy– Numerical	B.N.4

CO: 4

LO: Able to understand concept of partnership and Memorize how to prepare accounts in the firm from admission to death of partner.

51	5	Dissolution of Partnership	Meaning of Dissolution, entries in Dissolved Firm – Numerical	B.N.4
52			Dissolution of Firm – Numerical	B.N.4
53			Dissolution of Firm – Numerical	B.N.4
54			Dissolution of Firm – Numerical	B.N.4
55			Dissolution of Firm – Numerical	B.N.4
56			Dissolution of Firm – Numerical	B.N.4
57		Insolvency of Partner	Meaning of Insolvency, entries in Insolvent firm – Numerical	B.N.4
58			Garner v/s Murray Rule	B.N.4
59			Garner v/s Murray Rule – Numerical	B.N.4
60			Garner v/s Murray Rule – Numerical	B.N.4
61			Gradual realization of assets & distribution of cash accordingly or Piecemeal or Inter distribution	B.N.4
62			Proportionate Capital Method - Numerical	B.N.4
63			Maximum Loss Method - Numerical	B.N.4
64		Conversion of firm to company.	Meaning of Conversion of Partnership Firm into Joint Stock Company, Meaning of Purchase Consideration & Methods	B.N.4
65			Allocation of Purchase Consideration among partner's, Entries in the book of vendor's firm & Purchasing Company	B.N.4
66			Numerical – Conversion of Partnership Firm into Company	B.N.4
67			Numerical – Conversion of Partnership Firm into Company	B.N.4

68			Numerical – Conversion of Partnership Firm into Company	B.N.4
69			Numerical – Conversion of Partnership Firm into Company	B.N.4
70			Revision	
71			Revision	
72			Revision	
73			Revision	
74			Revision	
75			Revision	
76			Revision	
77			Revision	
78			Revision	
CO: 4				
LO: Easily examine the dissolution of partnership. Easily can prepare the journal entries of Conversion of partnership firm into Joint Stock Company.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Accounting, Sanjay Mehta & Mukesh Brahmabhatt, Devi Ahilya Prakashan, Indore, 2016
2. Financial Accounting, R.C. GUPTA, Prentice-Hall of India Pvt.Ltd, 2009
3. Financial Accounting, S.M. Shukla, SBP, Agra, 2016
4. Financial Accounting, Ramesh Mangal, SPP, Indore, 2016
5. Financial Accounting, S.M. Shukla & S.P. Gupta SBP, Agra, 2008
6. Financial Accounting, S. KR. Paul, New Central Book Agency (P) Ltd, 2006
7. Financial Accounting, Guruprasad Murthy, Himalaya Publishing House, 2010
8. Financial Accounting, Sharda Gangwar, LAP LAMBERT Academic Publishing, 2012
9. Financial Accounting, Govind Singal, RBD, Jaipur, 2012
10. Financial Accounting I MS, ICFAI, 2008
11. Financial Accounting Work Book Vol. I, 2008
12. Financial Accounting Work Book Vol. II, 2010
13. Financial Accounting Principle & Practice, Jawahar Lal, S. Chand Publishing, 2013
14. Financial Accounting Comprehensive Textbook, Ashok Sehgal, Texmann, 2011
15. Fundamentals of Financial Accounting, Ashok Sehgal, Texmann, 2010
16. Financial Accounting A Managerial Emphasis, Ashok Banerjee, EXCEL BOOKS, India, 2005

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.

4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Accounting			
B.Com. I Year Honours			
<p>Goal : Explain the purpose of double entry system to understanding the accounting system properly. Preparation of trial balance, Types of Cash Books and To understand the aspects of Accounting Standards in modern scenario. Preparation final accounts & Bank reconciliation statement from incomplete statement. To understand the aspects of depreciation accounting as per AS-6. Prepare final accounts from incomplete records. To understand the law & accounting regarding Insolvency. To understand the Scope of departmental accounting. To familiarize the concept of Branch account and its system. Enable the students to understand partnership account from admission to dissolution including Insolvency & Conversion of firm into company.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers</p>			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial Accounting and further to develop understanding of Financial Accounts	% Students having the basic concept of Financial Accounting and understanding of Financial Accounts.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total	Final Internal Marks
Presentation 10	GD 10	Assignment 10			
			20	50	10

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Macro economics****Session: July-June****Class: B. COM Ist year Hon.****I: Objective of course:**

The objective of this course is to give basic knowledge of whole economy. All economic analysis that refers to aggregate unemployment rate, inflation rate and the rate of economic growth.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Learning how to use economic models, mathematics in common economic application.

CO2: Understanding the society's trade – off by using production possibilities.

CO3: Learn to calculate other elasticity using common economic variables.

CO4: Learn critique of the unemployment rate measure of the problem and differentiate between different types of unemployment.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2	2	3		1
CO 2	2				2	2		
CO 3			1					
CO 4			2					

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Macro Economics- concept, nature, importance, limitations difference between micro and macro	Difference between macro and micro economics	B.N.3
2			Concept of macro economics	B.N.3
3			Nature of macro economics	B.N.3
4			Importance of macro economics	B.N.3
5			Limitations of macro economics	B.N.3
6			Definition of macro economics	B.N.3
7			Relationship between macro and micro economics	B.N.3
8			Interdependency between macro and micro economics	B.N.3
9			Differences between macro and micro economics	B.N.3
10			Scope and subject matter of macro economics	B.N.3
CO: 1				
LO: Able to describe and analyze the economy in quantitative terms				
1	2	National income- Meaning definition and concept method for measuring national income in India	Introduction of national income	B.N.3
2			Marshallian definition	B.N.3
3			Pigovian definition	B.N.3
4			Fisher’s definition	B.N.3
5			Domestic income and national income	B.N.3
6			Differences between domestic income and national income	B.N.3
7			flow of national income	B.N.3
8			Concept of value added	B.N.3
9			Value added at factor cost and market price	B.N.1
10			Concept of national income	B.N.3

11			Net national product	B.N.3
12			Gross domestic product	B.N.3
13			Gross national product	B.N.3
14			Net domestic product at factor cost	B.N.3
15			Private income and personal income	B.N.2
16			Transfer payment	B.N.2
17			Personal disposable income- per capita income	B.N.2
18			Measurement of national income	B.N.3
19			Product method	B.N.3
20			Income method	B.N.3
21			Expenditure method	B.N.3
22			Numerical example	B.N.3
23			Difficulties of measuring national income in India	B.N.3
24			Importance of national income analysis	B.N.3
25			National income and economic welfare	B.N.3

CO: 1**LO: To know circular flow model and use the concept of aggregate demand and supply**

1			Meaning, nominal and real wages	B.N.3
2			Subsistence theory of wages	B.N.3
3			The wage fund theory of wages	B.N.3
4	3	Theories of wages, interest and employment	Marginal productivity theory of wages	B.N.3
5			The market theory of wages	B.N.1
6			Backward slopping supply curve of labour	B.N.3
7			Modern theory of wages	B.N.1

8			Concept of interest gross and net interest	B.N.3
9			Assistance or waiting theory of interest	B.N.3
10			Classical theory of interest	B.N.3
11			Loan able fund theory of interest	B.N.3
12			Liquidity preference theory of interest	B.N.3
13			Concept meaning of employment	B.N.1
14			Concept of full employment	B.N.3
15			Classical concept of full employment	B.N.1
16			Classical theory of employment	B.N.3
17			Say's law of market	B.N.3
18			Keynes criticism against classical theory	B.N.3
19			Keynesian theory of employment	B.N.3
20			Determination of effective demand	B.N.3

CO:4.**LO:** Able to know the concept of gross domestic product inflation unemployment and how they are measured

1			Quantity theory of money concept	B.N.3
2			Transactions approach- fisher's quantity theory of money	B.N.2
3			Assumption of the theory	B.N.3
4	4	Monitory theories- Quantity theory of money, modern theory of money, Keynes theory of money and prices	Critical appraisal of quantity theory of money	B.N.3
5			The marshallian equation of quantity theory of money	B.N.3
6			Pigou's equation	B.N.2
7			Robertson's equation, Keynes equation	B.N.3

8			Modern theory of money	B.N.2
9			Keynesian approach- liquidity preference	B.N.3
10			Bumol- tobin theory of the transactions demand for money	B.N.3
11			Friedman’s theory	B.N.3
12			Demand by ultimate wealth holders	B.N.2
13			Liquidity theory of money	B.N.3
14			Radcliffe committee view	B.N.3
15			Gurley- Shaw view	B.N.3
CO:1				
LO: Understanding about the fiscal and monitory policy and how these affect the economy				
1	5	Recent industrial policy, Industrial growth in phase II and phase III disinvestment foreign direct investment	Meaning of industrial policy and objectives	B.N.3
2			Industrial policy of 1948, 1956, 1991,	B.N.3
3			Main heads of the new industrial policy	B.N.3
4			Abolition of MRTP act	B.N.3
5			Make in India	B.N.3
6			Disinvestment	B.N.3
CO: 2				
LO: Understanding about the role of public, private, joint and cooperative sector and financial development strategy.				

Note:

Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr. Abha Mittal, Macro economics, Taxmann publication private limited new delhi 2009
2. R.S Myneni, Principles of economics, Allahabad law agency 2016
3. S.K. Sing and J.P Mishra, Micro economics, Sahitya bhavan publication 2018

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment

Subject: Macro Economics

B.Com. I year Honors

Goal :

Students develop the ability to analyze unemployment, inflation, deflation and to make sound policy decision that can affect the entire economy and all individuals.

Objective:

Students gain understanding about the basic knowledge of whole economy. All economic analysis that refers to aggregate unemployment rate, inflation rate and the rate of economic growth.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Macro economics.	% Students having the desirable understanding of Macro economics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Managerial economics****Session: July-June****Class: B. Com. Ist Year Hon.**

I: Objective of course: The objective of this course is to give knowledge to the students about managerial economics is a method to analyze goods and services and make business decision from the analysis this form of studying can help identify themes and trends that could be the cause and effect of good and bad business decision.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Learn how to techniques and theories of managerial economics can be used to explain how firms and consumers behave.

CO2: To integrate the basic concept of economics with tools of mathematics and statistics in order to analyze and make optimal business decision.

CO3: Understand the internal and external decision to be made by managers.

CO4: Understand different cost of production and how they affect short and long run decision.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	2			3	3	
CO 2							3	
CO 3		3	3	2	2			
CO 4			2					

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept and techniques- nature and scope of managerial economics, application of economics in managerial decision making- marginal analysis; meaning and definition of demand function of demand, types of demand forecasting.	Meaning and definition of managerial economics	B.N. 2
2			Nature and characteristics of managerial economics	B.N. 2
3			Scope of managerial economics.	B.N. 2
4			Distinction between managerial economics and traditional economics	B.N. 2
5			Importance and significance of managerial economics	B.N. 2
6			Role or function of managerial economist in a business term	B.N. 2
7			Responsibilities of managerial economist. Fundamental	B.N. 2
8			principles of managerial economic	B.N. 2
9			Principles of opportunity cost and incremental cost	B.N. 2
10			Principles of perspective, discounting, Equi-Marginal. and profit maximization theory.	B.N. 2
CO: Learn how to techniques and theories of managerial economics can be used to explain how firms and consumers behave.				
LO: Understanding the economic goal of the firm and optimal decision making				
1	2	Production function- types of production function – one variable two variables, law of return and return to scale, law of variable proportion, isoquant curves and economies of scale.	Production function meaning definition	B.N. 2
2			Short run and long run production function.	B.N. 2
3			Producer’s equilibrium with equal product curve .	B.N. 2
4			Scale line or expansion path.	B.N. 2
5			Equal product curve or Isoquant.	B.N. 2
6			Iso- Product or equal product map.	B.N. 2
7			Properties of equal product curve.	B.N. 2
8			Efficient allocation of resources.	B.N. 2

9		Law of variable proportion.	B.N. 2
10		Production functions with all variable inputs.	B.N. 2
11		Law of diminishing marginal return.	B.N. 2
12		Assumptions of the law.	B.N. 2
13		Causes of operation of law.	B.N. 2
14		Scope of law.	B.N. 2
15		Law of increasing return.	B.N. 2
16		Explanation by example.	B.N. 2

CO: Understand the internal and external decision Understand the internal to be made by managers.

LO: To analyze the affect of these factors on market dynamic

1		Market structure meaning concept.	B.N. 2
2		Classification of market.	B.N. 2
3		Perfect competition, monopolistic competition. Price determination under perfect competition.	B.N. 2
4		Importance of the limit of time.	B.N. 2
5		Short run equilibrium of demand and supply.	B.N. 2
6		Determination of long period normal price.	B.N. 2
7		COBWEB theorem.	B.N. 2
8		Stability of prices.	B.N. 2
9		Dynamics of demand and supply.	B.N. 2
10		Stability of equilibrium in perfect competition.	B.N. 2
11		Competitive price: conclusion.	B.N. 2
12		Price determination under imperfect competition.	B.N. 2
13		Robinson's theory.	B.N. 2

3
Market structure – price and output decision under different market structures, price discrimination, and non price competition, price determination under perfect and monopolistic market

14			Pricing under monopolistic competition.	B.N. 2
15			Short period analysis of the firm.	B.N. 2
16			Non price competition.	B.N. 2
CO: Understand different cost of production and how they affect short and long run decision.				
LO: Understanding the determinants of elasticity of analyze how elasticity affects revenue				
1	4	Factor pricing; meaning, definition and types of rent, wages marginal productivity theory.	Factor pricing; meaning and definition.	B.N. 2
2			Types of rent.	B.N. 2
3			Types of wages.	B.N. 2
4			Marginal productivity theory.	B.N. 2
5			Origin of the theory.	B.N. 2
6			Neoclassical or traditional approach.	B.N. 2
7			Modern explanation.	B.N. 2
8			Supply of factors of production.	B.N. 2
9			Adding-up and exhaustion theorem.	B.N. 3
10			Evaluation of marginal productivity theory.	B.N. 3
11			How are prices set and introduction.	B.N. 3
12			Multy product pricing.	B.N. 3
13			Price discrimination.	B.N. 3
14			Cost based pricing method.	B.N. 3

15			Value pricing.	B.N. 3
16			Product building.	B.N. 3
CO: To integrate the basic concept of economics with tools of mathematics and statistics in order to analyze and make optimal business decision.				
LO : Acquiring knowledge about price output decision of perfectly competitive firm both in short and long run.				
1	5	New economic policy – 1991; liberalization, privatization, globalization, impact on business, business cycle.	Concept of new economic policy objectives.	B.N. 1
2			Liberalization in 1990 in service and industry.	B.N. 1
3			Drawback of liberalization.	B.N. 1
4			Privatization in India Meaning concept and definition.	B.N. 1
5			Rational for privatization.	B.N. 1
6			Benefits and objectives of privatization.	B.N. 1
7			Disadvantages of privatization.	B.N. 1
8			Globalization meaning concept and definition.	B.N. 1
9			Globalization and Indian economy.	B.N. 1
10			Positive implication of globalization.	B.N. 1
CO: Understand the internal and external decision to be made by managers.				
LO: To know about fundamental features of new economic policy and how it provides freedom to entrepreneurs.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Gaurav datt, Ashvini mahajan S Chand publishing, Indian economy Gaurav datt, Ashvini mahajan 2018.
2. S.K. Sing and J.P Mishra, Micro economics, Sahitya bhavan publication 2018
3. Atmanand, Managerial economics, Excel Books 2002.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment**Subject: Managerial economics****B.Com. I year Honors.**

Goal : Students develop the ability to changing the product-line to make it more efficient, going for a new business strategy, increasing production require through managerial economics.

Objective:

The objective of this course is to give knowledge to the students about managerial economics is a method to analyze goods and services and make business decision from the analysis this form of studying can help identify themes and trends that could be the cause and effect of good and bad business decision.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Managerial economics.	% Students having the desirable understanding of Managerial economics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Management****Session: July-June****Class: B.Com. I year (H)**

I: Objective of course: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify and evaluate social responsibility and ethical issues involved in business situations

CO2: Evaluate leadership styles to anticipate the consequences of each leadership style

CO3: Practice the process of management's functions: planning, organizing, leading, and controlling etc

CO4: Explain the basic control process and monitoring points and describe the different levels and types of control

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2				3				
CO 3		3			3			
CO 4	2	2	3		2			1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Management	Meaning and Definition of Management	B.N.-1
2			Importance of Management	B.N.-1
3			Functions and Principles of Management	B.N.-1
4			Management V/S Administration	B.N.-1
5		Social responsibilities of Management	Development of Managerial Thought in General	B.N.-2
6			Contribution of Taylor in Management	B.N.-2
7			Contribution of Fayol in Management	B.N.-2
8			Management By Exception	B.N.-1
9			Management By Objectives	B.N.1
10			Social responsibility of Management	B.N.-2
11			Meaning, definition and concept of Planning	B.N.-2
CO: 1				
LO: Explained the students about concepts and significance and social responsibility of management.				
12	2	Decision Making	Process and Techniques of Planning	B.N.-2
13			Decision Making Concept	B.N.-2
14			Process of Decision Making	B.N.-1
15			Meaning, definition and concept of organization	B.N.-1
16			Principles of Organization	B.N.-1

17			Significance of Organization	B.N.-2
CO: 2				
LO: Explained forms of planning and Process of Decision Making				
18	3	Motivation	Motivation concept	B.N.-1
19			Theories of Motivation	B.N.-2
20			Theories of Motivation	B.N.-1
21			Importance of motivation	B.N.-1
22		Leadership	Monetary motivation	B.N.-3
23			Monetary motivation	B.N.-3
24			Non-monetary motivation	B.N.-1-
25			Non-monetary motivation	B.N.1
26			Leadership-Meaning, definition and concept	B.N.-2
27			Qualities of a good leader	B.N.-2
28			Difference between leader and manager	B.N.-2
29			Leadership Patterns	B.N.-2
30			Leadership Styles	B.N.-2
31			Leadership theories	B.N.-2
32			Leadership theories	B.N.-2
33			Techniques used in Leadership	B.N.-2
34			Theories of leadership	B.N. -2
35			Theories of leadership	B.N.-2
36			Theories of leadership	B.N.-5

37		Direction	Meaning and definitions of Direction	B.N.-5
38			Characteristics and Importance of Direction	B.N.-5
39			Principles of Direction	B.N.-5
40			Techniques of Direction	B.N.-5
41		Controlling	Definition & Concept of Controlling	B.N.-5
42			Process of controlling	B.N.-4
43			Effective control system and control technique	B.N.-4

CO: 3**LO: Explained different theories of Motivation and leadership**

44	4	Human Resource Management	Meaning and definition of Human Resource Management	B.N.-4
45			Concept of HRM	B.N.-4
46			Objectives of Human Resource Management	B.N.-4
47			Scope of HRM	B.N.-4
48			Importance of HRM	B.N.-1
49			Functions of HRM	B.N.-1
50			Responsibilities of HR Manager	B.N.-1
51			Principles of HRM	B.N.-1
52			Human Resource Management Process	B.N.-1
53			Objectives of Manpower Planning	B.N.-1
54			Role of HRP Professionals	B.N.-4
55			Impact of Technology on Human resource Planning	B.N.-4
56			Barriers to HRP	B.N.-4

CO: 3**LO: Brief introduction of Human Resource Management**

57	5	Man Power Planning	Meaning of Recruitment	B.N.-4
58			Definition of Recruitment	B.N.-4

59		Sources of Recruitment	B.N.-4
60		Methods of Recruitment	B.N.-4
61		E-Recruitment	B.N.-4
62	Training	Meaning of Training	B.N.-4
63		Definition of Training	B.N.-4
64		Process of Development	B.N.-2
65		Process of Development	B.N.-2
66		Meaning and Definition of Training	B.N.-4
67		Training Purpose	B.N.-4
68		Need of Training	B.N.-4
69		Objectives of Training	B.N.-4
70		Objectives of Training	B.N.-5
71		Process of Development	B.N.-5
72		Advantages of Training	B.N.-4
73		Methods of Training	B.N.-4
74		Recent Training Trends	B.N.-4
75	Job Evaluation	Meaning of Job Evaluation	B.N.-5
76		Objectives of Job Evaluation	B.N.-5
77		Techniques of Job Evaluation	B.N.-4

78		Revision	
CO: 4			
LO: Explained them different procedure of Recruitment and Selection			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.R.C.Gupta,Principles of Management,Sahitya Bhawan Publication
2. Dr. S.C. Saxena, Principles of Management,Sahitya Bhawan Publication
3. T.N Chhabra, Principles of Management, Dhanpat Rai & Co.
4. Sridhara Shetty, Human Resource Development, Himalaya Publication
5. K. Aswathappa, Human Resource Development, McGraw Hill Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Management			
B.Com.I Year (H)			
Goal: To develop understanding among students about management and leadership..			
Objective: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Advance Accounting and Practice****Session: July-June****Class: B.Com. II Year (Hons.)****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of advance accounting. Students are introduced to the application of accounting tools for reporting of govt., banking and insurance companies accounts and develop competency in advanced accounting procedures in preparation for a professional career in accounting.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the objectives of not-for-profit organizations, banking and insurance company and account for these organizations.

CO2: Describe the financial reporting objectives for government and discuss the reporting issues relevant to government.

CO3: Demonstrate the ability to assess a situation, identify issues and alternatives, and provide a recommendation using advanced accounting knowledge and ethical professional judgment.

CO4: Develop competency in advanced accounting procedures in preparation for a professional career in accounting.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		3	3	3	3	
CO 2			2		2			
CO 3	2	2					3	3
CO 4		3	3	2	2		2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Accounting of Non-Profit Organizations	Meaning & definition of NPO	B.N.10
2			Accounting process of NPO	B.N.10
3			Meaning and special features of Receipts and Payments account	B.N.10
4			Procedures for preparation, uses and limitations	B.N.10
5			Meaning, features and procedures of Income and Expenditure account	B.N.10
6			Preparation of Balance Sheet	B.N.10
7			Practical problems of NPO	B.N.10
8			Practical problems of NPO	B.N.10
9			Practical problems of NPO	B.N.10
10			Practical problems of NPO	B.N.10
11			Practical problems of NPO	B.N.10
CO: 1,4				
LO: To understand the Scope of Non-Profit Organizations accounting.				
12	2	Value added Accounting	Meaning & Concepts of Value added accounting	B.N.9
13			Types of value added accounting	B.N.9
14			Reporting of value added	B.N.9
15			Causes of value added accounting	B.N.9
16			Advantage and limitations of value added accounting	B.N.9
17			Preparations of value added statements	B.N.9
18			Practical problems of value added accounting	B.N.9

19	2	Value added Accounting	Practical problems of value added accounting	B.N.9
20			Practical problems of value added accounting	B.N.9
21			Practical problems of value added accounting	B.N.9
22		Consignment Accounting	Meaning of consignment accounting	B.N.10
23			Objectives of consignment accounting	B.N.10
24			Practical problems of consignment accounting	B.N.10
25			Practical problems of consignment accounting	B.N.10
26			Practical problems of consignment accounting	B.N.10
27			Practical problems of consignment accounting	B.N.10
28			Practical problems of consignment accounting	B.N.10

CO: 3,4**LO:** To familiarize the concept of Value added accounting, consignment accounting and its system.

29	3	Royalty Accounts	Meaning and concept of royalty accounts	B.N.10
30			Meaning- Minimum rent, short working, excess workings, ground rent, recoupment of short workings, strike and lockout	B.N.10
31			Practical problems of Royalty	B.N.10
32			Practical problems of Royalty	B.N.10
33			Practical problems of Royalty	B.N.10
34			Practical problems of Royalty	B.N.10
35			Practical problems of Royalty	B.N.10
36			Practical problems of Royalty	B.N.10
37			Meaning and concept of Hire purchase	B.N.10

38	3	Hire purchase & Instalment payment system	Accounting for hire purchase transactions	B.N.9
39			Practical problems of hire purchase accounting	B.N.9
40			Practical problems of hire purchase accounting	B.N.9
41			Practical problems of hire purchase accounting	B.N.9
42			Practical problems of hire purchase accounting	B.N.9
43			Practical problems of hire purchase accounting	B.N.9
CO: 3,4				
LO: To introduce the system of royalty and Hire Purchasing.				
44	4	Banking Companies Final Account	Legal provisions of Banking companies	B.N.8&9
45			Accounts and books of banking companies	B.N.8&9
46			Final accounts of banking companies	B.N.8&9
47			Practical problems of banking companies accounting	B.N.8&9
48			Practical problems of banking companies accounting	B.N.8&9
49			Practical problems of banking companies accounting	B.N.8&9
50			Practical problems of banking companies accounting	B.N.8&9
51		Insurance Companies Final Account	General introduction of Insurance companies	B.N.8&9
52			Various types of insurance	B.N.8&9
53			Regulations of insurance business	B.N.8&9
54			Final accounts of Insurance companies	B.N.8&9
55			Life insurance business	B.N.8&9
56			Reserve for unexpired risks	B.N.8&9
57			Practical problems of insurance companies accounting	B.N.8&9
58	Practical problems of insurance companies accounting		B.N.8&9	

59	4	Insurance Companies Final Account	Practical problems of insurance companies accounting	B.N.8&9
60			Practical problems of insurance companies accounting	B.N.8&9

CO: 1,4

LO: Enable the students to understand the procedure of Banking & Insurance companies from legal provision to final accounting.

61	5	Indian Government Accounting	Concept of Commercial accounting terms	B.N.8&9
62			Concept of governmental accounting terms	B.N.8&9
63			Expressions of governmental finance	B.N.8&9
64			Basic principles of governmental accounting in India	B.N.8&9
65			Governmental financial administration	B.N.8&9
66			Accounting procedure of government expenditure	B.N.8&9
67			Practical problems of governmental accounting	B.N.8&9
68			Practical problems of governmental accounting	B.N.8&9
69			Practical problems of governmental accounting	B.N.8&9
70			Practical problems of governmental accounting	B.N.8&9
71			Practical problems of governmental expenditure	B.N.8&9
72			Practical problems of governmental expenditure	B.N.8&9
73			Revision	
74			Revision	
75			Revision	
76			Revision	
77			Revision	
78			Revision	

CO: 2,4

LO: To familiarize the concept of Principles of Government accounting and its system.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dewett, K.K M.C Shukla, M.P. Gupta. Advanced Accountancy Vol-II, S. Chand Publication
2. T.S. Grewal & B.M. Agrawal-
3. A. Mukherjee and M. Hanif, Advance Accountancy, Vol-2 by A.K. Sehgal
4. B.K. Banerjee, Financail Accounting-PHI Learning Pvt. Ltd, New Delhi
5. S.P. Jain and K.L. Narang, Advance Accounting- Kalyani Publishing.
6. A. Mukherjee and M. Hanif, Modern Accounting-Tata McGraw Hill
7. Dr. Chandra Bose, Advanced Accounting-PMI
8. Mehta, Brahmbhat, Financial Accounting, Devi Ahilya Prakashan
9. Dr.S.M.Shukla, Advance Accounting, Sahitya Bhawan Publication
10. Dr.S.M.Shukla, Financial Accounting, Sahitya Bhawan Publication
11. R.L. Gupta, Advance Accounting
12. Shukla Grewal, Advance Accounting

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Advance Accounting and Practice
B.Com. V Semester
<p>Goal : Explain the objectives of not-for-profit organizations, banking and insurance company and account for these organizations; Describe the financial reporting objectives for government and discuss the reporting issues relevant to government; Demonstrate the ability to assess a situation, identify issues and alternatives, and provide a recommendation using advanced accounting knowledge and ethical professional judgment; Develop competency in advanced accounting procedures in preparation for a professional career in accounting.</p>
<p>Objective: The course objective is to give students a good understanding about the concepts and techniques of advance accounting. Students are introduced to the application of accounting tools for reporting of govt., banking and insurance companies accounts and develop competency in advanced accounting procedures in preparation for a professional career in accounting.</p>

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Advance accounting and practice.	% Students having the desirable understanding of Advance accounting and practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Advanced Statistics****Session: July-June****Class: B.Com. II year Honors.**

I: Objective of course: Objective of course is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Be statistically and numerically literate.

CO2: Have statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data

CO3: be able independently to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc.

CO4: be able to understand statistical concepts to include measurements of location and dispersion, probability, probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2				2	2		2
CO 2		2	2		1		2	3
CO 3	2			2				
CO 4		2		2		2	2	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Statistics, Concept of population and sample, types of data, Primary and secondary data, collection of data, organization of data- frequency tables and frequency distributions. Presentation of data- bar diagram, pie diagram, line graph, histograms and frequency polygons.	Statistics- Meaning, definition and scope.	B.N.5
2			Significance and limitations of statistics.	B.N.5
3			Planning and types of statistical Investigation.	B.N.5
4			Methods of Investigation.	B.N.5
5			Collection of primary and secondary data.	B.N.5
6			Preparation of Questionnaire.	B.N.5
7			Editing of primary Data.	B.N.5
8			Classification of statistical errors and their sources.	B.N.5
9			Classification and tabulation of data.	B.N.5
10			Kinds of tables, rules of tabulation.	B.N.5
11			Analysis and Interpretation of data.	B.N.5
12			Analysis and Interpretation of data.	B.N.5
13			Frequency distribution and statistical series.	B.N.5
14			Diagrammatical and graphical presentation.	B.N.5
15			Diagrammatical and graphical presentation.	B.N.5
16			Graphs of frequency distribution.	B.N.5
17			Graphs of frequency distribution.	B.N.5
CO: 1,2				
LO: Identifying and classification of data, preparation of series and questionnaire				
18	2	Measurement of central tendency- Mean, Median, Mode, Geometric mean. Measures of dispersion- Range, Quartile deviation,	Central tendency- Meaning, objects & limitations.	B.N.1
19			Calculation of Arithmetic mean in different series.	B.N.1
20			Calculation of Arithmetic mean by short cut method.	B.N.1
21			Computation of Median in different series.	B.N.1

22	Mean deviation, Standard deviation and basic concept of Skewness and Kurtosis.	Computation of Median in different series.	B.N.1
23		Mode – meaning and definition.	B.N.1
24		Computation of mode in different series.	B.N.1
25		Methods of calculating Geometric mean.	B.N.1
26		Computation of harmonic mean.	B.N.1
27		Partition Value – Quartiles.	B.N.1
28		Dispersion- meaning and methods of measuring	B.N.1
29		Mean deviation and Standard deviation.	B.N.1
30		Coefficient of Mean deviation & Standard deviation.	B.N.1
31		Skewness and its measures.	B.N.1
32		Computation of Karl Pearson's and Bowley's coefficient of skewness.	B.N.1

CO: 3, 4**LO:** Measurement of statistical averages, partition values, concept of skewness and kurtosis.

33	3	Theory of Probability- Experiments, sample spaces and Events, Addition and multiplication theorem, Conditional Probability. Concept of Discrete and Continuous Random Variables. Probability Distributions - Binomial, Poisson and Normal distributions.	Concept of probability.	B.N.1
34			Fundamental concepts relating to probability.	B.N.1
35			Expression of Probability.	B.N.1
36			Probability theorems.	B.N.1
37			Addition theorems.	B.N.1
38			Multiplication Theorems.	B.N.1
39			Theorem of Conditional probability.	B.N.1
40			Probability of happening at least one event.	B.N.1
41			Factorial, Permutation & Combination.	B.N.1
42			Concept of Discrete and Continuous Random	B.N.1
43			Probability Distributions - Binomial, Poisson and Normal distributions.	B.N.1
44			Miscellaneous problems related probability.	B.N.4

45			Miscellaneous problems related probability.	B.N.4
46			Miscellaneous problems related probability.	B.N.4
47			Miscellaneous problems related probability.	B.N.4

CO: 4**LO:** Conceptual knowledge of probability theories.

48			Concept of Sampling distribution.	B.N.1
49			Random sampling or probability sampling.	B.N.1
50			Non random or non probability sampling.	B.N.1
51			Sampling theory- parameter and Statistic.	B.N.1
52			Statistical significance and its application.	B.N.1
53			Hypothesis testing and errors.	B.N.1
54			Testing of hypothesis.	B.N.1
55			General procedure of testing a hypothesis.	B.N.1
56			Sampling and non sampling errors.	B.N.1
57			Standard error of the mean.	B.N.1
58			Test of significance of the mean of small sample.	B.N.1
59			Calculation of sample mean and S.D.	B.N.1
60			Fixing the limits of population mean.	B.N.1
61			Solving of numerical questions.	B.N.3
62			Solving of numerical questions.	B.N.3
63			Solving of numerical questions.	B.N.3
64			Solving of numerical questions.	B.N.3
65			Solving of numerical questions.	B.N.3

CO: 4**LO:** Sampling distribution and its uses, framing of hypothesis and its testing.

66			Correlation- meaning, importance & types.	B.N.2
67			Degree of correlation.	B.N.2
68			Methods of determining correlation.	B.N.2
69			Karl Pearson's method of correlation.	B.N.2

70	coefficient of correlation, Spearman's Rank Correlation coefficient. Simple linear regression- Lines of regression, Regression coefficients and their properties. Application of regression in forecasting.	Spearman's Rank difference method.	B.N.2
71		Concurrent deviation method.	B.N.2
72		Correlation and Regression.	B.N.2
73		Coefficient of correlation with the help of regression coefficients.	B.N.2
74		Coefficient of correlation with the help of regression coefficients.	B.N.2
75		Computation of regression equations.	B.N.2
76		Computation of regression equations	B.N.2
77		Solving practical problems of regression & correlation	B.N.2
78		Solving practical problems of regression & correlation.	B.N.2
79		Application of regression in forecasting.	B.N.2
80		Application of regression in forecasting.	B.N.2
CO: 3,4			
LO: Able to correlate data and its degree, regression and its types.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Advanced Statistics, Sahitya Bhawan Publication
2. Oswal, Sahu & Shukla, Principles of Statistics, Ramesh Book depot.
3. S.C. Gupta, Business Statistics, Himalaya Publishing house.
4. R.P. Hooda, Statistics for Business and Economics, MacMillan.
5. S.M. Shuka, Principles of Statistics, Sahitya bhawan Publication

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Advanced Statistics			
B.Com. II Year Honors			
Goal: Develop the ability to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc. and able to understand statistical concepts to include probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.			
Objective: Objective of subject is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Statistics.	% Students having the desirable understanding of Statistics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – II Year

I: Objective of course:

cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxSA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxSA u,&u, 'kCnksa ls ifjfr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxSA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. ;qok 'kfDr dks oSf'od ekudksa dh dlkSVh ij [kjk dapu ln``k cukuk gksA Kku gh og lk/ku gS] tks ekuo lalk/kuksa dks mnkUu ewY;] izHkko'kkyh O;fDrRo vkSj lkFkZd vfLrRo iznku djus esa l{ke gS A

CO2. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZIr vkRefo'okl o laizs"k.kh;rk dks 'kfDr iznku djus esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkj Hkwr ladYiuk dh Hkwfedk vnk djssxhA

CO3. lkFkZd l{ke tkx:d ukxfjd cudj jk"V^a fuekZ.k dh vn~Hkqr vfuok;Z dM+h cusxsaA

CO4. laizs"k.kh;rk ds iz{ksikL= dk lVhd iz;ksx djds og thou ds gj {ks= esa

oakfNr izHkko ,oa lQyrk izklr djsxsaA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V : Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	bdkbZ&I	1½ og rksM+rh iRFkj	ikB~;dze dk ifjp;] dfo ifjp;] dfork esa vk, dfBu 'kCnksa ds vFkZ] dfork dk HkkokFkZA	B.No 1
2		2½ fnekxh xqykeh	ys[kd ifjp;] fuca/k dk lkjak'k] oLrqfu"B	B.No 1
3			y?qk iz'u& mRrjh; rFkk nh?kZ mRrjh; iz'u le>k,xs	B.No 1
4		3½ o.kZ fD;kl	ys[kd ifjp;] o.kZ foU;kl dk vFkZ] o.kZ foU;r ls lacaf/kr oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 2
5			o.kZ le>k,xs	B.No 2
Co:1 dfo] ys[kdksa ls ifjpr gksaxs rFkk O;kdj.k ls lacaf/kr eqyHkwr tkudkj izklr djsaxsA				

6	bdkbZ&II	ukjhRo dk vfHk'kki	ysf[kdk dk ifjp;] fuca/k dk lkjak'k oLrqfu"B] y?qmRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
7		phQ dh nkor	ys[kd ifjp;] dgkuh dk lkjak'k oLrqfu"B	B.No 1
8			y?qk mRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
9		fojke fpUg	fojke fpUg dk vFkZ] egRo] fgUnh ds fojke fpUgksa ds fy, iz;qDr ladsr	B.No 2

Co:1 fgUnh Hkk"kk esa izpfyr fojke fpUgksa dh tkudkj izklr djsaxs rFkk o`) ekrk&firk ds izfr IEeku dh Hkkouk tkx`r gksxh A

fuca/k

10	bdkbZ&III	pyh Qxqugj ckSjs vke	ys[kd ifjp;] fuca/k] esa vk, dfBu 'kCnksa ds vFkZ] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZA	B.No 1
11		bUnz/kuq"dk dk jgL;	ys[kd ifjp;] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
12		laf/k	laf/k dk vFkZ] Hksn] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 2

Co: 1]2

LO 4 yksdlHkk ls ifjpr gksxs rFkk oSKkfud 'kCnkoyh ls ifjpr gksxsA

13	bdkbZ&IV	liuksa dh mM+ku	fuca/k esa vk, dfBu 'kCnksa ds vFkZ] fuca/k dk lk] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
14		gekjk lkSj e.My	lkSj e.My esa mifLFkr xzg mixzg] xzfgdk,W ,oa rkjksa dk ifjp; rFkk lacaf/kr y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1

A-4 Presentations

15		izeq[k oSKkfud vkfo"dkj vkSj gekjk thou	izeq[k oSKkfud vkfo"dkjksa rFkk vkfo"dkjd dh tkudkj] lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
16		lekl	lekl dk vFkZ] Hksn] oLrqfu"B] y?qmRrjh; rFkk nh?kZ mRrjh;	B.No 2

			iz'uksa ij fopkj fofue;	
Co:3				
Lo vius liuksa dks lkdkj djus dk iz;Ru djsaxs rFkk l{ke] tkx:d ukxfjd cusaxsA				
17	bdkbZ&V	f'kdkxksO;k[;ku	ys[kd ifjp;] O;k[;ku dk lkj] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
18		/keZ vkSj jk"V ^a okn	ys[kd ifjp;] ys[k dk lkjak'k lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
19		lknxh	ys[kd ifjp;] lkjak'k] lacaf/kr oLrqfu"B] y?qqmRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
VI: Book Reference : uSfrd ewY; vkSj Hkk"kk&e/;izns'k fgUnh xzUFk vdkneh] Hkksiky lkekU; fgUnh&Y;wlsaV				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective.cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Corporate Accounting****Session: July-June****Class: B. Com. II Year (Honors.)**

I: Objective of course: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares, Debentures, Final accounts , liquidation of companies etc..in conformity with the latest provisions of the Companies Act ,2013.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Able to understand the procedure of Issue of Shares & Debentures and its redemption

CO2: Helps to give an exposure to the Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation.

CO3: Gain knowledge about Valuation of Shares and Goodwill & got an idea of Liquidation of Companies.

CO4: Able to understand the knowledge of Holding & Subsidiary Company and learned accounting procedure for Amalgamation and Reconstruction.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4					3	2	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Issue Of shares ,Forfeiture ,Reissue Of shares & buyback of shares ,Redemption of preference share ,Issue and redemption of debentures	Concept of Corporate Accounting	B.N.1
2			Meaning & types of Company	B.N.1
3			Meaning & types of Share.	B.N.1
4			Practical Questions.	B.N.1
5			Practical Questions of Calls in advance and Calls in Arrear.	B.N.1
			Journal entries regarding issue of shares.	B.N.1
6			Practical questions of Prorata- allotment.	B.N.1
7			Practical Questions of Forfeiture of shares.	B.N.1
8			Practical Questions of Reissue of shares	B.N.1
9			Buy Back of shares.	B.N.1
10			Redemption of Preference shares.	B.N.1
11			Redemption of Preference shares.	B.N.1
12			Meaning and types of Debentures.	B.N.1
13			Practical Questions	B.N.1
14	Practical Questions	B.N.1		
Co:1				
Lo: Learn about the journal entries of issue of Shares & Debentures				
15	2	Final Accounts of Companies (Including calculation of managerial remuneration)	Meaning and Introduction of Final accounts	B.N.2
16			General instructions for preparation of Statement of Profit & Loss.	B.N.2
17			Practical Questions of Final Accounts of Companies	B.N.2

18		Declaration of Dividends ,Profit & Loss appropriation account & disposal of profits ,calculation of pre & post incorporation profit or loss .	Practical Questions of Final Accounts of Companies	B.N.2
19			Remuneration to the Directors and Managing 2Directors.	B.N.2
20			Procedure of declaration of Dividend.	B.N.2
21			Practical Questions.	B.N.2
22			Appropriation of profit and loss.	B.N.2
23			Practical Questions.	B.N.2
24			Method of finding out Profit or loss prior to or subsequent to Incorporation.	B.N.2
25			Allocation of Expenses.	B.N.2
26			Practical Questions of Apportionment of profit.	B.N.2
27			Practical Questions of Division of profit on monthly average basis.	B.N.2
28			Preparation of Balance Sheet.	B.N.2
Co;; 2				
Lo: Can able to calculate managerial remuneration & know the difference between capital and revenue profit.				
29	3	Valuation of goodwill & shares ,Methods of valuation ,accounts of public utility companies (Electricity company)	Meaning and definition of Goodwill.	B.N.1
30			Nature and types of Goodwill.	B.N.1
31			Factors affecting the value of goodwill.	B.N.1
32			Average profit method	B.N.1
33			Practical Questions of Average profit method.	B.N.1
34			Practical Questions of Average profit method	B.N.1
35			Calculation of Weighted Average profit method.	B.N.1
36			Practical Questions .	B.N.1

37	Super profit method .	B.N.1
38	Practical Questions of Super profit method.	B.N.1
39	Practical Questions of Average profit method	B.N.1
40	Calculation of Capitalization method.	B.N.1
41	Practical Questions.	B.N.1
42	Annuity method for valuation of goodwill.	B.N.1
43	Practical Questions.	B.N.1
44	Meaning and necessity of Valuation of Shares.	B.N.1
45	Factors affecting value of shares.	B.N.1
46	Net Asset or Asset valuation method .	B.N.1
47	Practical Questions.	B.N.1
48	Practical Questions.	B.N.1
49	Yield or Income Valuation Method .	B.N.1
50	Practical Questions	B.N.1
51	Calculation of Fair Value Method.	B.N.1
52	Practical Questions.	B.N.1
53	Practical Questions of Earning Per Share Method.	B.N.1
54	Meaning of Public Utility Company & double Account System.	B.N.1
55	General Balance Sheet.	B.N.1
56	Practical Questions.	B.N.1

57			Practical Questions	B.N.1
58			Practical Questions.	B.N.1
CO: 3				
LO: Knowledge of super profit, capitalization of profit,annuity method.				
59	4	Meaning of Holding & Subsidiary company ,Preparation of consolidated balance sheet of a holding company with one subsidiary company ,Accounting for liquidation of companies	Meaning & Formation of Holding Company.	B.N.1
60			Accounting Standards and Consolidated Financial Statements.	B.N.1
61			Preparation of Consolidated Balance Sheet.	B.N.1
62			Calculation of Goodwill / Capital Reserve,Minority Interest.	B.N.1
63			Practical Questions.	B.N.1
64			Practical Questions	B.N.1
65			Practical Questions	B.N.1
66			Modes of Winding –Up.	B.N.1
67			Liquidator’s Statement of account.	B.N.1
68			Practical Questions.	B.N.3
69			Practical Questions.	B.N.3
CO: 4				
LO Fundamental knowledge of Holding Companies and their working style.				
70	5	Accounting for merger as par AS 14 ,Internal reconstruction of a company as par Indian accounting standard 14 (Excluding inter-	.Definition and types of Amalgamation.	B.N.1
71			Accounting standard -14 and Amalgamation.	B.N.1
72			Determination of Purchase Consideration.	B.N.1
73			Journal Entries in the books of Transferor Company.	B.N.1

74	company holdings and external reconstruction scheme)	Journal Entries in the books of Transferee company.	B.N.1
75		Necessary Ledger Accounts.	B.N.1
76		Practical Questions.	B.N.4
77		Practical Questions.	B.N.4
78		Practical Questions.	B.N.4
79		Practical Questions.	B.N.4
80		Introduction of Internal Reconstruction of Companies.	B.N.1
81		Journal entries related to Internal Reconstruction.	B.N.1
82		Practical Questions.	B.N.1
CO: 4			
LO: Practical knowledge of merger & reconstruction			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S. M. Shukla , Corporate Accounting, Sahitya Bhawan Publications.
2. Sanjay Mehta ,Crporate Accounting,Yashraj Publications.
3. S. N. Maheshwari ,Company Accounts, Vikas Publishing House.
4. S.K. Verma , Company Accounts, Exel Books.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Corporate Accounting
B.Com. II year honors
Goal :Students develop the ability to understand the accounting procedure of Banking Companies and Insurance Company , Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation .,methods for valuation of goodwill and shares

Objective: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares ,Debentures, Final accounts , liquidation of companies etc. in conformity with the latest provisions of the Companies Act ,2013

16-20 Marks	16-20 Marks	16-20 Marks	16-20 Marks
Students	Students	Students	Students
Outstanding	Outstanding	Outstanding	Outstanding
% Students having excellent understanding of Corporate Accounting.	% Students having excellent understanding of Corporate Accounting.	% Students having excellent understanding of Corporate Accounting.	% Students having excellent understanding of Corporate Accounting.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class : B.Com II Year

I: Objective of course:

The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing or communicating ideas, feelings, experiences and realization. The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it will help students to update and increase their vocabulary and sentence formation pertaining to all walks of life.

CO2. Students will be able to form the sentence grammatically correct by following the rules and concepts of grammar pertaining to tenses, articles, nouns, pronoun, determiners and verbs.

CO3. Students will be able to comprehend and write an essay in a proper structure –Introduction, main body and the conclusion. They will be able to compose different types of formal and informal letters. While writing letter students adopt different strategies so that the letter serves the intended purpose and is not misunderstood.

CO4. Students will be able to achieve the goal of perfect translation by getting proficiency at both the source language and the target language. They differentiate between sense translation and literal translation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			3	2	2	
CO 2		2		2		1		
CO 3			1	2			2	1
CO 4			2				1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	The Poem “Tree” composed by Tina Morris	Explanation of the Poem, Poet by focusing on the imp of preservation and conservation of nature.	B.NO 1
3			Discussion of textual Questions and answers	B.NO 1
4		Night of the Scorpion	Explanation of the poem and poet by highlighting superstitious belief and unconditional love of rural India.	B.NO 1
5			Discussion and explanation of exercises related to the poem	B.NO 1
6		Idgah: Premchand(translated by Khushwant Singh)	Discussion about the author and then explanation of the story by realizing the various aspects of emotions like love, motherhood, care, sacrifice, happiness and kindness between grandson and grandmother	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Letter to God by G.L. Swanteh(translated by Donald A. Yates)	Discussion about the author and then explanation of the story by instilling belief in the significance of faith that develops confidence in students.	B.NO 1
9			Discussion of textual questions and answers	B.NO 1
10		The humorous story “My Bank Account” by Stephen Leacock	Discussion about the author and then explaining the story by exposing of witty article by the most popular	B.NO 1

			mockers and article writer.	
11			Discussion of textual questions and answers	B.NO 1
12		The short story “God Sees the Truth, But Wait” by Leo Tolstoy	Discussion about the author and then explaining the story by enriching students’ spiritual quotient	B.NO 1
13			Discussion of exercises related to the short story	B.NO 1
CO1				
LO 1- The students will gain good amount of knowledge of English language and Literature by studying various prose, poetry and story. They will also comprehend about allusions, references, poets, writers and stories etc.				
14	II	Idioms, proverbs and phrasal verbs	a list of appropriate idioms, proverbs and phrasal verbs	B.NO 2,3
15		Tenses	Rules of Tenses and their uses	B.NO 4
16		Prepositions	The importance of correct usage of Preposition	B.NO 2
17		Determiners and verbs	Types of Determiners	B.NO 3,4
18		Articles	Definite and Indefinite Articles	B.NO 2
CO2				
LO2 Students will get to know nouns, pronouns and their types and learn in detail about the function of verbs and their placement in a sentence. They will be able to gain the knowledge of prepositions and articles and their usages.				
17	III	Short Essays on given topics	Formal and Informal essays , some points in writing essays	B.NO 3
18		Formal Letters	The latest format of the formal letter and practice letter	B.NO 3
19		Informal Letters	The latest format of the informal letter and practice letter	B.NO 3
CO3				
LO3 Students will be able to figure out the relevance and importance of essay writing. They will be understand the characteristic features of an essay and learn about the different stages in the writing of an essay. Students will be able to understand the various elements of business letters. They learn the different layouts of a letter, such as indented layout, semi-block layout and full block layout.				
20	IV	Translation of sentences	Translation of passage English to Hindi and Hindi to English	B.NO 2
21			Some passages are given for translation	B.NO 2
CO4				
LO4 Students will be able to understand that translation is a significant vehicle in cross-cultural, cross-lingual and cross-national civilization. They will be able comprehend written and oral translation.				
23	V	Curriculum- vitae	The format of CV	B.NO 3
24		Design of Resume	The points are given in preparing impressive C.V.	B.NO 3
CO4				
Students will be able to understand the nature and importance of employment communication. They will be able to learn about resume design and describe three acceptable resume styles: chronological, functional and combination. They will be able to know how to write a persuasive resume.				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. II Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing o			
4-5 Marks	3-3.5Marks	2-2.5 Marks	
Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Nee

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Environmental Studies****Session: July-June****Class: II Year**

I: Objective of course: This subject is concerned with the environment pollution, environmental degradation and understands those aspects of human behavior which are more directly related to man's interaction with bio-physical environment.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understand the natural environment as a system and how human enterprise affects that system.

CO2: An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.

CO3: Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco- friendly power sources and political ecology.

CO4: Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2	2							
CO 3			2					
CO 4							2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Study of Environment and Ecology	Definition and importance of Environment	B.No. 1
2			Public Participation	B.No.1
3			Public Awareness	B.No.1
4			Definition of Ecology	B.No.2
5.			Aims and scope of Ecology	B.No.2
6			Evolutionary Development of Ecology	B.No.2
7			Types of Ecology	B.No.2
8			Human ecological Adaptations	B.No.2
9			Future of Ecology	B.No.2
10			Concept of Ecosystem and characteristics	B.No.2
11			Components of ecosystem	B.No.2
12			Types of ecosystem	B.No.2
13			Structure and function of ecosystem	B.No.2
14			Ecological pyramids	B.No.2
15			Major ecosystem of the world	B.No.2
CO: 1				
LO: To understand the concepts of Environment and Ecology.				
16		Environmental Pollution and Population	Meaning and definition of air pollution	B.No. 3
17			Effects of air pollution	B.No.3
18			Measure to control air pollution	B.No.5
19			Meaning and definition of water pollution	B.No.5
20			Sources Causes definition of water pollution	B.No.5

21			Effect of water pollution	B.No.5
22			Measure to control water pollution	B.No.1
23			Meaning and definition of sound pollution	B.No.1
24			Causes / Sources of sound pollution	B.No.1
25			Effect on sound of Noise pollution	B.No.1
26			Measure to control sound of Noise pollution	B.No.1
27			Meaning and definition of thermal pollution	B.No.1
28			Causes / Sources of thermal pollution	B.No.4
29			Effect of thermal pollution	B.No.4
30			Measure to control thermal pollution	B.No.4
31			Meaning and definition of nuclear or radioactive pollution	B.No.3
32			Causes / Sources of nuclear or radioactive pollution	B.No.3
33			Effect of nuclear or radioactive pollution	B.No.3
34			Measure to control nuclear or radioactive pollution	B.No.7
35			Role of an Individual in prevention of pollution	B.No.7
36			Successive pollution growth	B.No.7
37			Disparities b/w countries	B.No.7
38			Population explosion	B.No.7
39			Family welfare programme	B.No.7
40			Environment and human health	B.No.7
41			Cleanliness and disposal of domestic water	B.No.1
CO:2,1				
LO: To develop the knowledge of Environmental Pollution, population and Clean India mission.				
42	3	Natural Resources,	Define natural resources	B.No.8

43		Problems and Conservation	Types of natural resources	B.No.8		
44			Water Resources	B.No.8		
45			Uses of Water resource, Reason for over Utilization of Water	B.No.8		
46			Problem due to over Utilization of Surface and Ground Water	B.No.8		
47			Water Scarcity, Dams- Benefits and Problems	B.No.8		
48			Forest Resources ,Uses of Forest	B.No.8		
49			Forest : Over utilization and Deforestation	B.No.8		
50			Importance of forest Direct and Indirect Advantages of forest	B.No.8		
51			Food Resources, World food Problems	B.No.8		
52			Suggestions for solving world food problem	B.No.8		
53			Energy Resources, Growing Energy Need	B.No.8		
54			Classification of Energy Resource	B.No.8		
55			Land Resource, Kinds of Land	B.No.8		
56			Land Degradation	B.No.8		
57			Soil Erosion, Effect of soil erosion	B.No.8		
58			Soil conservation	B.No.8		
59			Conservation natural resources	B.No.8		
60			Natural resources degradation	B.No.8		
61			Object of resources conservation	B.No.8		
62			Measures of resources conservation	B.No.8		
CO: 3						
LO: To analysis the Problems of Natural Resources and method of its Conservation.						
63	4	Bio-diversity and its Protection	Meaning of biodiversity	B.No.4		
64			Significance of biodiversity	B.No.4		

65		Different rules of biodiversity	B.No.4
66		Measuring biodiversity	B.No.5
67		Distribution of living forms and patterns of biodiversity	B.No.5
68		Biodiversity no spots	B.No.5
69		Importers of biodiversity	B.No.5
70		Biodiversity at different rules	B.No.5
71		Threats of biodiversity	B.No.9
72		Loss of biodiversity	B.No.9
73		Conservation of biodiversity	B.No.9

CO:1

LO: Help to give proper idea of Bio -diversity and its protection.

74		What is Disaster ?Types of Disasters	B.No.6
75		Disaster Management	B.No.6
76		Environment conservation laws	B.No.6
77		Wildlife conservation Coues	B.No.4
78		Power to make rules	B.No.10
79		Issues involved in enforcement of environmental legislation	B.No.10
80		Revision	
81		Revision	
82		PPT Presentation By students	
83		PPT Presentation By students	

CO: 4

LO: To acquaint the students about the Disaster management and Environment conservation laws.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental studies - R. B. Singh
2. Sustainable Human Ecology – H. D. Kumar
3. Environmental Studies – Dr. Ashish Pathak
4. Fundamental of concept in Environment - D.D. Mishra
5. Environmental Studies- Dr. Milind Kothari
6. Essentials of Environmental Studies- Josheph and Kurien
7. Textbook of Environmental Studies – D. K. Asthana
- 8.Environmental Studies – Dr. R. B. Singh, Dr. D. K. Thakur, Dr. A. K. Neema
9. Fundamental of concept in Environmental Studies
10. Environmental Studies –Dr. Anis Siddiqqi, Dr. Rajeev Sharma

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: EVS			
B.Com. 2nd Year			
Goal : The field of environmental science can be divided into three main goals, which are to learn how the natural world works, to understand how we as humans interact with the environment, and also to determine how we affect the environment.			
Objective: Environment education is concerned with those aspects of human behaviour which are more directly related to man's interaction with bio-physical environment and his ability to understand this interaction.			
4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of EVS	% Students having the desirable understanding of EVS	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Management****Session: July-June****Class: B.Com 2nd Year (Honors)****I: Objective of course:**

This course is designed to enhance the understanding of the fundamental concepts of finance including capital budgeting, cost of capital, working capital management and various types of decisions (Financial, Investment and Dividend)

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: This course is designed to enhance the understanding of the fundamental concepts of finance including time value, capital budgeting and the cost of capital, working capital management.

CO2: To enable the students to understand the importance of the subject through analysis and interpretation of financial statements & Application of Various Calculative Tools.

CO3: Apply financial management concepts and tools to the decisions faced by a manager in investment decisions.

CO4: Apply financial management concepts and tools to the financing decisions and dividend decisions faced by the firm.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3					
CO 2		3				3		3
CO 3	2	2				3		
CO 4		2		2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Financial Management:	Meaning and definition	B. No. 1
2			nature, scope and importance of Finance	B. No. 1
3			Financial goals	B. No. 1
4			profit maximization	B. No. 1
5			wealth maximization	B. No. 1
6			Financial functions	B. No. 1
7			Traditional and Modern Concept – Investment decision	B. No. 1
8			Traditional and Modern Concept - financing and dividend decision	B. No. 1
9			Responsibility of Financial Manager	B. No. 1
CO: 1 &2				
LO: To provide introduction of Financial Management				
10	2	Investment Decision	Meaning, Concept	B. No. 3
11			Types of Investment	B. No. 3

12			Methods of Evaluation PBP, MPV, IRR, ARR & PI Methods.	B. No. 3
13			Pay-back Period Method	B. No. 3
14			Solving Practical Problem	B. No. 3
15			Solving Practical Problem	B. No. 3
16			Net Present Value Method	B. No. 3
17			Solving Practical Problem	B. No. 3
18			Solving Practical Problem	B. No. 3
19			Solving Practical Problem	B. No. 3
20			Internal Rate of Return Method	B. No. 3
21			Solving Practical Problem	B. No. 3
22			Solving Practical Problem	B. No. 3
23			Solving Practical Problem	B. No. 3
24			Accounting Rate Of Return Method	B. No. 3
25			Solving Practical Problem	B. No. 3
26			Solving Practical Problem	B. No. 3
27			Solving Practical Problem	B. No. 3
28			profitability index Method	B. No. 3
29			Solving Practical Problem	B. No. 3

30			Solving Practical Problem	B. No. 3
31			Doubt Session	B. No. 3
CO: 3				
LO: To provide knowledge about investment Decision and how to evaluate them				
32	3	Cost of Capital	Significance of cost of capital	B. No. 2
33			Calculating cost of debt	B. No. 2
34			Solving Practical Problem	B. No. 2
35			Solving Practical Problem	B. No. 2
36			Preference shares	B. No. 2
37			Solving Practical Problem	B. No. 2
38			Solving Practical Problem	B. No. 2
39			Cost of equity capital	B. No. 2
40			Solving Practical Problem	B. No. 2
41			Solving Practical Problem	B. No. 2
42			Cost of retained earnings	B. No. 2
43			Solving Practical Problem	B. No. 2
44			Solving Practical Problem	B. No. 2
45			Weighted Average cost of capital	B. No. 2
46			Solving Practical Problem	B. No. 2

47			Solving Practical Problem	B. No. 2
48			Cost of Equity and CAPM	B. No. 2
49			Doubt Session	B. No. 2
CO: 1&2				
LO: To make them understand the cost of capital in wide aspects				
50	4	Capital Structure Theories	Meaning and definition	B. No. 5
51			capital structure theories- net income approach theory	B. No. 5
52			net operating income theory	B. No. 5
53			capital structure theories - Modigilani and Miler theory	B. No. 5
54			capital structure theories - traditional theory	B. No. 5
55			optimum capital structure	B. No. 5
56			Determination of capital structure.	B. No. 5
CO: 4				
LO: To create awareness about capital structure and theories of capital structure				
57	5	Operating and financial leverage:	Meaning and determinants	B. No. 4
58			Operating and Financial Leverage: Their measure	B. No. 4
59			Operating and Financial Leverage: Effects on profit	B. No. 4
60			Operating and Financial Leverage: analyzing alternate financial plans	B. No. 4
61			Operating and Financial Leverage: combined financial and operating leverage	B. No. 4
62			Solving Practical Problem	B. No. 4
63			Solving Practical Problem	B. No. 4
64			Solving Practical Problem	B. No. 4

65		Solving Practical Problem	B. No. 4
66		Solving Practical Problem	B. No. 4
67		Solving Practical Problem	B. No. 4
68		Solving Practical Problem	B. No. 4
69		Solving Practical Problem	B. No. 4
70		Degree of operating Leverage	B. No. 4
71		Solving Practical Problem	B. No. 4
72		Solving Practical Problem	B. No. 4
73		Solving Practical Problem	B. No. 4
74		Degree of Financial Leverage	B. No. 4
75		Solving Practical Problem	B. No. 4
76		Solving Practical Problem	B. No. 4
77		Doubt Session	B. No. 4
78		Doubt Session	B. No. 4
CO: 4			
LO: To enable them to understand Operating and financial leverage and how to calculate them			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Ravi M. Kishore; Financial Management- Problems and Solutions, Taxmann.
2. Dr. Rajendrs Sharma, Prof. Sanjay Mehta and Prof Mukesh Brahmhatt; Financial Management- Problems and Solutions, Yashraj Publications.
3. Dr. S.P. Gupta; Financial Management, Sahitya Bhavan Publication.
4. I M Pandey, Essentials of Financial Management, Vikas Publishing House.

5. Agrawal, Agrawal, Kothari; Financial Management, Ramesh Book Depot.
6. G. Sudarsana Reddy; Financial Management- Problems and Solutions, Himalaya Publishing House.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Management			
B.Com. 2nd Year (Honors)			
Goal : To enable the students to understand the fundamental concepts of finance including time value, capital budgeting and the cost of capital, working capital management through analysis and interpretation of financial statements & Application of Various Calculative Tools to the decisions faced by a manager in investment decisions, financing decisions and dividend decisions faced by the firm.			
Objective: This course is designed to enhance the understanding of the fundamental concepts of finance including capital budgeting, cost of capital, working capital management and various types of decisions (Financial, Investment and Dividend)			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Financial Management.	% Students having the desirable understanding of Financial Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Marketing Management****Session: July-June****Class: B.Com. II Year Honours**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Marketing Management and further to develop understanding Markets and Market strategies' for Business.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

- CO:01 To develop an idea about marketing and its functions. To understand the marketing concept in modern business environment. To enhance the students on consumer behavior.
- CO:02 To deputize the concept of market segmentation & its importance. To familiarize students about product and its classifications.
- CO:03 To make them understand pricing policies. Getting acquainted with the distribution channels & its types.
- CO:04 To understand the aspects of Sales Promotion & its need. To introduce the concept of personal selling & functions of salesman. To enhance the students on Public relation & its signification.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2			2	3		2
CO 2	3							2
CO 3			2		1	3		2
CO 4		2	2			3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1	1	Marketing: Introduction	Introduction to Market & marketing	B.N.2
2			Meaning & Definitions of Market & marketing	B.N.2
3			Basics of Marketing	B.N.2
4		Nature of Marketing,	Nature of Marketing	B.N.1
5		Scope of Marketing	Scope of Marketing	B.N.1
6		Importance of Marketing	Importance or Significance of Marketing	B.N.1
7		Marketing Concept: traditional and modern	Meaning of Marketing Concepts & its Definitions	B.N.1
8			Pillars of Marketing Concept	B.N.1
9			Historical Development of Marketing Concept	B.N.1
10			Difference between Old & New Concepts of Marketing	
11		Selling Vs Marketing	Distinction between Marketing and Selling	B.N.1
12		Marketing mix	Meaning and Definition of Marketing Mix	B.N.3
13			Elements of Marketing Mix	B.N.3
14			The four P's of Marketing Mix	B.N.3
15			Marketing Mix 7P's	B.N.3
16			Marketing Mix 4C's	B.N.3
17			Factors determining Marketing Mix	B.N.3
18			Importance of Marketing Mix	B.N.3
19		Marketing Environment.	Meaning and definition of Marketing Environment	B.N.3
20			Micro and Macro Environment	B.N.3
21			Environmental Scanning and Analysis	B.N.3
CO: 1				
LO: To understand the Concept of Marketing & to enhance the students towards the marketing environment.				
22	2	Consumer behavior	Consumer Behavior : Meaning & Definitions	B.N.2
23			Nature of Consumer Behavior	B.N.2

24		Scope of Consumer Behavior	B.N.2
25		Significance of Consumer Behavior	B.N.2
26		Types of Consumer's	B.N.2
27		Factors influencing Consumer Behavior	B.N.2
28	Market Segmentation concept and importance.	Market Segmentation : Meaning & Definitions	B.N.2
29		Concept of Market Segmentation	B.N.2
30		Importance of Market Segmentation	B.N.2
31	Basic for market segmentation	Basis for Market Segmentation	B.N.2
32	Positioning, marketing	Targeting and Positioning	B.N.2
33	Information system	Market Information System	B.N.2
34	Marketing Research	Meaning and definition of Marketing Research	B.N.2
35		Significance of Marketing Research	B.N.2
36		Process of Marketing Research	B.N.2

CO: 1,2**LO:** To understand the Consumer Behavior and Memorize students about significance of the market Segmentation and marketing research.

37	3	Product: Concept of product, consumer and industrial goods	Meaning, Definitions and Concept of Product	B.N.2
38			Types of products	B.N.2
39			Consumer products	B.N.2
40			Industrial products	B.N.2
41		Product planning and development, new product development process	Importance of Product Planning	B.N.1
42			Scope of Product Planning	B.N.1
43			Development of Product Planning	B.N.1
44		Packing role and functions	Role of Packing in Product Development	B.N.1
45			Functions of Packing in Product Development	B.N.2
46		Brand name	Meaning & Definitions of Brand	B.N.2
47			Importance of Brand Name	B.N.2

48		Scope of Brand name	B.N.2
49		Meaning & Definitions of Trade Marks	B.N.2
50	Trademark	Importance of Trade Marks	B.N.2
51		Scope of Trade Marks	B.N.2
52		Meaning & Definitions of After sales service	B.N.2
53	After sales service	Significance of After sales service	B.N.2
54		Limitations of After sales service	
55		Scope of After sales service	B.N.2
56		Meaning, Definitions and Concept of Product life Cycle	B.N.3
57	Product life cycle concept	Stages of Product Life Cycle & their Management	B.N.3
58		Factors Affecting Product Life Cycle	B.N.3
59		Utility of Product Life Cycle	B.N.3

CO: 2**LO:** To memorize students about product, Planning and its classifications.

60		Meaning, Definitions and Concept of Price	B.N.3
61		Significance of pricing in Marketing Mix	B.N.3
62		Objectives and Characteristics of Price	B.N.3
63		Types of Price Policies/ Selecting Pricing Strategy	B.N.3
64		Price v/s Cost Concept	B.N.3
65	4	Importance of Price in Export Marketing	B.N.3
66		Factors affecting price of produce or service	B.N.3
67		Pricing Policies	B.N.3
68		Meaning of Distribution and Distribution Channels	B.N.3
69		Concept & Role of physical distribution channel.	B.N.3

		channel- Concept and role:.		
70		Types of Distribution channel	Types of Channels of Distribution	B.N.3
71			Selection of Channels of Distribution	B.N.3
72		Factors affecting choice of a distribution channel	Factors influencing selection of distribution channels	B.N.3
73			Retailer and wholesaler, physical distribution of goods	B.N.3
74			Transportation, warehousing, logistics	B.N.3

CO: 3**LO:** To understand pricing policies and memorize them the distribution channels & its types..

75		Sales promotion: Nature and importance of sales promotion	Meaning, Definition, Nature and significance of Sales Promotion	B.N.3
76		Methods of promotion, optimum promotion mix	Sales Promotion Models/Methods	B.N.3
77			Optimum promotion mix in Sales Promotion	B.N.3
78		Advertising media-their relative merits and limitations, characteristics of an effective advertisement	Meaning, Definition and Characteristics of advertising media	B.N.3
79			Advantages & Disadvantages of advertising and its Limitations	B.N.3,5
80			Requirements of Impactful Advertising.	B.N.3
81		Personal selling, selling as a career, qualities of a successful sales person, functions of salesman.	Meaning, Definition, features and Limitations of Personal Selling	B.N.3
82			Role and process of Personal Selling	B.N.3
83			Requisites of Effective Salesmanship, Functions of salesman and Qualities of a Successful Sales Person	B.N.3
84		Public relation, meaning and its importance,	Meaning and definition of Public Relation	B.N.3
85			Significance/Importance of Public relation	B.N.3
86		New age media- Internet and	Meaning , Definition and importance of modern advertising	B.N.3

		mobile advertising.		
87			The role of internet advertising in the current environment.	B.N.3,4
88			Increasing trend of mobile advertising in the current sinario	B.N.3
CO: 4				
LO: To know about the Sales Promotion, personal selling & functions of salesman. To understand Public relation & its signification.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Marketing Management, Rakesh Kothari, RBD, Jaipur, 2012
2. Princiles of Marketing Dr. Milind Kothari, RBD, Jaipur, 2016
3. Marketing Management, Amit Kumar & B.Jagdish Rao, SBP, Agra, 2018
4. Marketing Management, ICFAI, 2008
5. Marketing Management, R S N Pillai, S.Chand Publication, New Dehli, 2010

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Marketing Management			
B.Com. II Year Honours			
Goal : To develop an idea about marketing and its functions. To understand the marketing concept in modern business environment. To enhance the students on consumer behavior. To deputize the concept of market segmentation. To familiarize students about product and its classifications. To make them understand pricing policies. Getting acquainted with the distribution channels. To understand the aspects of Sales Promotion. To introduce the concept of personal selling & functions of salesman. To enhance the students on Public relation.			
Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Marketing Management and further to develop understanding Markets and Market strategies' for Business.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks

Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Marketing and further to develop understanding of Market strategies' for Business.	% Students having the basic concept of Marketing Management and understanding of Market strategies' for Business.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Public Finance****Session: July-June****Class: B.Com. II Year Honors.**

I: Objective of course: The objective of course is to develop students' analytical and consulting skills in the area of public finance and to introduce students to the public sector reform agenda with a focus on public finance issues.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: be able to understand the concept of public and private finance.

CO2: Identify the types of public needs, Classify public revenues and expenditures through the budget and to analyze the instruments and objectives of budgetary policy

CO3: argue the theoretical basis of public expenditures and to analyze their types and economic effects

CO4: Discuss current public policy, Centre State relationship, key issues and challenges in fiscal policy in a particular country context.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		2	2	3	2	2
CO 2		2				2	2	
CO 3			2	2	2	2		
CO 4			2					2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Public finance: Nature, Scope and importance. Difference between Private and public Finance. Principle of Maximum social advantage. Role of state in public finance, Centre State relationship.	Public finance- Meaning, definition & Features.	B.N. 3
2			Scope and importance of public Finance.	B.N. 3
3			Private Finance- Meaning and concept.	B.N. 3
4			Difference between public and private finance	B.N. 3
5			Public goods & private goods.	B.N. 3
6			Social goods, merit goods and demerit goods.	B.N. 3
7			Mixed goods, club goods & local public goods.	B.N. 3
8			Regional public goods & global public goods.	B.N. 3
9			Principle of Maximum social advantage.	B.N. 3
10			Principle of Maximum social advantage.	B.N. 3
11			Limitations of social advantage.	B.N. 3
12			Role of state in public finance.	B.N. 3
13			Role of state in public finance.	B.N. 3
14			Role of government in removing imbalance in productivity growth	B.N. 3
15			Role of government in Public finance.	B.N. 3
16			Centre state relationship.	B.N. 3
CO: 1,4				
LO: Having knowledge of public finance & its Role , central and state relationship.				
17	2	Sources of Revenue: taxes, loans, Grants and aid- Meaning and types, Canons of taxation, Problem of justice in taxation. Incidence	Sources of revenue- Taxes and loans.	B.N. 1
18			Grants & aid- meaning and types.	B.N. 1
19			Canons and classification of public expenditure.	B.N. 1
20			Classification of Tax revenue- direct taxes.	B.N. 1
21			Classification of Tax revenue- Indirect taxes.	B.N. 1

22	of taxation, taxable capacity. Impact of taxation & tax evasion. Characteristics of Indian tax system, Defects and reform.	Progressive, Proportional & Regressive taxes.	B.N. 1
23		Progressive, Proportional & Regressive taxes.	B.N. 1
24		Shifting and incidence of taxation.	B.N. 1
25		Shifting and incidence of commodity taxes.	B.N. 1
26		Effects of tax on production.	B.N. 1
27		Effects of tax on distribution.	B.N. 1
28		Problems of justice in taxation.	B.N. 1
29		Requirement of a good tax system.	B.N. 1
30		Review of the Indian tax system	B.N. 1
31		Review of the Indian tax system.	B.N. 1
32		Tax reforms at central and state level.	B.N. 1
33		Tax reforms at central and state level.	B.N. 1
CO: 2,3			
LO: Knowledge of different taxes, their policies and their impacts.			
34	3	Public expenditure- meaning and nature.	B.N. 3
35		Causes of increase in public expenditure.	B.N. 3
36		Effects of war and defense preparation.	B.N. 3
37		Imbalance in productivity growth.	B.N. 3
38		Effect of public expenditure on production.	B.N. 3
39		Effects of public expenditure on Distribution.	B.N. 3
40		Effects of public expenditure on economic stability.	B.N. 3
41		Anti- Inflationary policy.	B.N. 3
42		Public debt – Introduction and its role.	B.N. 3
43		Role of public borrowing in a developing economy.	B.N. 3
44		Role of public borrowing in a developing economy	B.N. 3

45			Techniques of public debt.	B.N. 3		
46			Classification of public debt.	B.N. 3		
47			Redemption of public debt – introduction.	B.N. 3		
48			Debt repudiation.	B.N. 3		
49			Refunding and conversion	B.N. 3		
50			Sinking fund method.	B.N. 3		
51			Capital levy.	B.N. 3		
52			Concept of GDP	B.N. 3		
53			Debt to GDP ratio.	B.N. 3		
54			Important subsidies.	B.N. 3		
55			Important subsidies.	B.N. 3		
CO: 2,3						
LO: Fundamental knowledge of Public expenditure policy of govt., & its utility.						
56	4	Public Finance in India: Sources of revenue of central and state government, concept and types of budget, Fiscal deficit, deficit financing and deficit budget. Introduction to Fiscal responsibility and budget management Act.	Public finance in India.	B.N. 1		
57			Sources of revenue of central government.	B.N. 1		
58			Sources of revenue of State government.	B.N. 1		
59			Budget- Evolution & purposes of budgeting.	B.N. 1		
60			Budgetary theory.	B.N. 1		
61			Budgetary theory.	B.N. 1		
62			Kinds or types of budget.	B.N. 1		
63			Techniques of budgeting.	B.N. 1		
64			Program and performance budgeting system.	B.N. 1		
65			Zero base budgeting.	B.N. 1		
66			Deficit financing- meaning and introduction.	B.N. 1		
67			Effects of deficit financing.	B.N. 1		

68			Current usage of Budgetary deficit.	B.N. 1
69			Current usage of Budgetary deficit.	B.N. 1
70			Fiscal policy and balanced budget.	B.N. 1
71			Fiscal policy and stability.	B.N. 1
72			Role of multiplier and Accelerator.	B.N. 1
73			Fiscal policy and Distributive justice.	B.N. 1

CO: 2**LO:** Able to analyze the instruments and objectives of budgetary policy

74			Indian federal finance under the constitution.	B.N. 3
75			Economic aspect of federalism.	B.N. 3
76			Development of fiscal federalism in India.	B.N. 3
77			Financial adjustment under the constitution.	B.N. 3
78			Indian finance commission.	B.N. 3
79			Budgetary procedure and financial control in India.	B.N. 2
80			Financial relation between state and central government.	B.N. 3
81			Main heads of revenue and expenditure of central and state government.	B.N. 3
82			Reserve bank of India- Introduction and its role in fiscal policy.	B.N. 3
83			Reserve bank of India- Introduction and its role in fiscal policy	B.N. 3
84			Stock exchange and its role.	B.N. 2
85			Finance commission in India.	B.N. 3
86			Role of finance commission in fiscal matters.	B.N. 3

CO:3,4**LO:** Working of RBI & Stock exchange, Role of finance commission & Government's revenue & exp.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.K.Singh & Madhulika Singh, Public finance, Sahitya Bhawan Publication.
2. Dr. K. Natrajan, Financial market Operation, Himalaya publishing House.
3. H.L. Bhatia, Public Finance, Vikas Publishing house pvt.ltd.
4. Dr. V.K. Mishra, Financial market Operation, Ramesh Book Depot.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Public Finance			
B.Com. II Year Honors.			
Goal: Students develop the ability to understand the concept of public and private finance and to argue the theoretical basis of public expenditures and to analyze their types and economic effects. Topics include current public policy, Centre State relationship, key issues and challenges in fiscal policy in a particular country context.			
Objective: objective of Paper is to develop students' analytical and consulting skills in the area of public finance and to introduce students to the public sector reform agenda with a focus on public finance issues.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Public Finance and Fiscal Policies.	% Students having the desirable understanding of Public finance.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Auditing****Session: July-Dec****Class: B. Com. V SEM.(Hons.)**

I: Objective of course: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO)

- **CO1:** Able to understand and familiarize with the principles, procedure and techniques of Auditing.
- **CO 2:** Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.
- **CO 3:** Able to understand the duties and responsibilities of Company Auditor, Auditor's report and Vouching.
- **CO 4:** Get knowledge about recent trends in Auditing and basic consideration of Audit in EDP environment.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4						3	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction, Meaning & Objectives of audit, Fraud Errors, Basic Principles & Techniques & classification of audit.	Introduction & Origin of Auditing.	B . N. 1
2			Definition & Scope of Auditing.	B . N. 1
3			Book –keeping , Accountancy and Auditing.	B . N. 1
4			Qualities of an Auditor.	B . N. 1
5			Objectives of Auditing.	B . N. 1
6			Classification of Audit.	B . N. 1
7			Errors and types of error	B . N. 1
8			.How to detect Errors.	B . N. 1
9			Fraud and types of Fraud..	B . N. 1
10			Fraud and Auditor’s duty.	B . N. 1
11			Limitations of Audit.	B . N. 1
12			Basic principles of Audit.	B . N. 1
13			Basic principles of Audit.	B . N. 1
14			Techniques of Audit.	B . N. 1
15			Techniques of Audit.	B. N. 3
16			Statutory Audit .	B. N. 3
17			Private Audit. .	B. N. 3
18			Government Audit.	B. N. 3
CO: .1				
LO : . Knowledge of Audit procedure with objectives.				
19	2	Audit program	Audit program.	B. N. 3

20		,Audit books ,Auditors working books ,Test Checking ,Routine checking	Audit and books.	B. N. 3
21			Advantages of Audit Program..	B. N. 3
22			Audit note –book.	B. N. 3
23			Audit Evidence .	B. N. 3
24			Purpose of working paper.	B. N. 3
25			Meaning of Routine checking.	B. N. 3
26			Advantages and disadvantages of routine checking.	B. N. 3
27			Test checking or selective verification.	B. N. 3
28			Advantages and disadvantages of test checking.	B. N. 3
CO:2				
LO :Can able to understand the Audit program and Routine Checking .				
29	3	Audit Planning ,Internal control ,Internal check & Internal audit ,Vouching & verification of assets & liabilities	Audit Planning	B. N. 1
30			Meaning and introduction of Internal control.	B. N. 1
31			Characteristics and division of internal control.	B. N. 1
32			Characteristics and division of internal control.	B. N. 1
33			Meaning of Internal Check.	B. N. 1
34			Objectives of Internal Check	B. N. 1
35			Internal Audit.	B. N. 1
36			Meaning & introduction of Vouching	B. N. 1
37			Vouching of Cash book	B. N. 1
38			Vouching of Cash payments	B. N. 1
39			Vouching of impersonal ledger	B. N. 1

40			Introduction of Verification of Assets & Liabilities'	B. N. 1
41			Classification of Assets.	B. N. 1
42			Verification of different types of Assets	B. N. 1
43			Valuation of Stock : Some basic principles	B. N. 1
44			Work in progress and Auditor's duty	B. N. 1
45			Verification of liabilities.	B. N. 1
46			Verification of Loans and Advances..	B. N. 1

CO : 2

LO :Able to understand vouching , verification of assets and liabilities.

47	4	Company auditors –Qualification & disqualification ,Appointment – Removal ,remuneration ,Rights ,Duties & Liabilities	Qualification of a Company Auditor.	B. N. 4
48			Disqualification of a Company Auditor.	
49			Appointment of Company Auditors.	B. N. 4
50			Removal of Auditor.	B. N. 4
51			Remuneration and status of an Auditor.	B. N. 4
52			Rights /Powers of an Auditor.	B. N. 4
53			Duties of an Auditor.	B. N. 4

. CO:3

LO : Get the knowledge of Company Auditor's duties & responsibilities.

54	5	Recent trends in auditing ,Basic consideration of audit in EDP environment	Recent Trends in Audit .	B. N. 2
55			Modern era and Audit.	B. N. 2
56			EDP environment and Audit.	B. N. 2
57			General EDP Control.	B. N. 2
58			EDP applications control.	B. N. 4
59			Internal control on EDP environment.	
60			Does objectives & scope of an audit change an EDP environment?	B. N. 4

61		Different design and procedure aspects of EDP system.	B. N. 4
62		Assisted computer audit techniques (CAATs) required in EDP audit.	B. N. 4
63		Assisted computer audit techniques (CAATs) required in EDP audit.	B. N. 4
64		Advantages of CAATs.	
CO :4			
LO : Knowledge of Economic Development Programme and recent trends in Auditing.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject

VI: Book References:

1. T. R. Sharma . Auditing , Sahitya Bhawan Publications.
2. B.N. Tandon , Principles of Auditing, S. Chand & Company.
3. Auditing , Ramesh Book Depot.
4. wasthi and Tripathi , Auditing, M.P. Granth Academy.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. class test will be based on theoretical and practical aspect of the subject.
3. class performance and discipline will be an important factor for assessing internal marks.
4. the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Auditing			
B.Com. V SEM. (Hons.)			
Goal : Develop the ability to understand and familiarize with the principles, procedure and techniques of Auditing .Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.			
Objective: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Auditing..	% Students having the desirable understanding of Auditing.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jul-Dec****Class: B.Com. Vth Semester****I: Objective of course:** To understand fundamental components of a computer, Input-Output devices and different types of memory.**II: Examination:** The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 A) Use Microsoft Office programs to create personal, academic and business documents.
- CO2 B) Understand the fundamental hardware and s/w components that make up a computer's system and the role of each of these components.
- CO3 C) Information technology (IT) is the use of computers to organize, word processing, store, retrieve, transmit, and manipulate data or information, often in the context of a business or other enterprise.
- CO4 D) Use of various operating systems and Differentiate among various operating systems.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2	3					2		3
CO 3	3			2				2
CO 4	3			2		3		2

Average	3			2.35		2.67		2.5
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	INTRODUCTION TO COMPUTER	Block diagram of computer and its functions. Basic Organization of Computer System	B.N. 1
2			Primary memory RAM	B.N.4
3			ROM and different types of ROMs	
4			Cache Memory and its operations.	B.N4
5			Input-Output Devices.	B.N.2
CO: 2				
LO: Student learned Basic computer block diagram, Input and Output devices and memory.				
6	2	PHERIPHERAL DEVICES	Input Devices	B.N.1
7			Input Devices	B.N.1
8			Output Devices	B.N.2
9			Output Devices	B.N.2
10			Output Devices	B.N.1
11			General introduction of Cards	B.N.2
12			Ports and SMPS	B.N.2
CO: 4				
LO: Student learned basic use				
13	3	STORAGE DEVICES	Magnetic Tape, Cartridge Tape, Data Drives	B.N.2
14			Hard Disk Drives (Internal & External)	B.N.2
15			Disks, CD, VCD	B.N.2
16			CD-R, CD-RW, Zip Drive, DVD, DVD-RW	B.N.2
17			USB Flash Drive, Blue Ray Disc & Memory cards.	B.N.2
CO: 1				
LO: Student learned about secondary storage deices.				

18	4	Operating System	Functions of Operating System Types of Operating System	B.N.2
19			Introduction to Operating System for i-pad & Smartphones.	B.N.2
20			DOS, WINDOWS & LINUX Operating Systems.	B.N.2
21			FAT, File & directory structure and naming rules	B.N.2
22			Internal & External DOS commands.	B.N.2
23			Windows 7 & 8, Features of Windows 8.1, LINUX basics:	B.N.2
CO: 1				
LO: Student learned about various operating systems ex. DOS and WINDOWS, Unix operating system. Different commands and working on Windows.				
24	5	Text Reading & Editing Software	General information about PDF readers	B.N. 2
25			General information about application packages	B.N. 2
26			Text editing and formatting using Word-2007 & onwards versions	B.N. 2
27			Aligning Text and Paragraph	B.N. 1
28			Page Layout, Paragraph formats, Borders and Shading, Headers and Footers	B.N. 1
CO:3				
LO: Student learned use of various text editors and use of tools into business applications.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, different types of operating systems and memory, Internet, text editors and its uses.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Lesson Plan

Subject: Moral Value and Hindi Language and English

Session: July-Dec

Class: B.Com- V Sem

I:Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

- 1- fdlh ,d /keZ dks ojH;rk u nsdj lHkh /keksZ ds izfr lfg".kqrk dk Hkko j[ksaxsaA vusd /kkfeZd lq/kkjksa ls /keZ ds okLrfod Lo:i dks igpkuus esa ,oa euq"; dh leLr fdz;kvksa ls tksM+us dk iz;kl djsaxsaA
- 2- yksdksfDr;ksa ,oa eqgkojksa dk lgh vFkksZ esa iz;ksx djus dk dkS'ky fodflr gksxkA d[kk vkSj v;/kid ds egRo dks le>dj lEeku dk Hkko tkxsxkA nwjn'kZu i=dkfjrk o nwjn'kZu lekpkj dk mi;ksx thou 'kSyh esa dj ik;saxsaA

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

Moral Value and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO):

CO1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k dk vfuok;Z Kku dks fodflr djsaxsaA

CO2. fo[kFkhZ u dsoy lQy thfodksiktZu djs vfiq lkFkZd l[ke tkx#d ukxfjd cusaA

CO3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions

CO4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination. They will be able to write persuasive resume.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	1	2	
CO 2			1	2		1		
CO 3			1	2			2	1
CO 4		3	2		3		1	2

V: Session Plan: B.Com V Semester

Lo :-lHkh /keksZ ds izfr fo|kfFkZ;ksa ds eu esa lEeku dh Hkkouk tkx`r gksxhA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
	bdkbZ I	uSfrd ewY; fo'o ds izeq[k		
		/keZ ,oa egRoiw.kZ fo'ks"krk,a		
1		fgUnq /keZ	fgUnq /keZ dk vFkZ o mldh fo'ks"krkvksa dks le>k;saxsaA	B.No.01
2		tSu /keZ	tSu /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
3		ckS) /keZ	ckS) /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
4		bZlkbZ /keZ	bZlkbZ /keZ dk vFkZ o bZlkbZ /keZ dh fo'ks"krk,i le>k,xsaA	B.No.01
5		bLyke /keZ	bLyke /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
6		fID[k /keZ	fID[k /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
7			lHkh /keZ ds iz'u mRrj djsaxsaA	B.No.01

Lo :- fo|kFkhZ izd`fr ds izfr tkx:d gksaxs vkSj iqjkud dgkorksa ls ifjfr gksdj mldk mi;ksx djus ds fy, izsfjr gksxsaA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
8		i`Foh dzks/k esa gS	i`Foh dzks/k esa gS ikB dk ifjp; nsdj mldk v;;u djok dj le>k;saxsaA	B.No.I
9			ikB ds oLrqfu"B o y?kq vkSj nh?kZ iz'u mRrj djok;saxsaA	B.No.I

10	bdkbZ II	esjs lg;k=h	ikB dk vFkZ le>kdj iz'u mRrj djok;saxsaA	B.No.I
11		d{kk vkSj v/;kid	ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No.I
12		nwjn'kZu	vrhr vkSj orZeku esa nwjn'kZu dk egRo crk;saxsaA	B.No.I
13		yksdksfDr;jk ,oa eqgkojsa	nwjn'kZu dks egRo crk;sxs yksdksfDr;jk ,oa eqgkojs dk vFkZ o vUrj le>dj djok;saxsaA	B.No.2
Lo : tulapkj ds lHkh ek/;eksa ls ifjfpr gksdj nSfud thou esa bldk mi;ksx djus ds fy, tkx:d gksaxsaA				
14	bdkbZ III	tu lapkj ds ek/;e	fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk vFkZ o egRo dks le>k;saxsaA	B.No.1
15		i=dkfjrk ds fofo/k vk;ke	i=dkfjrk ds fofo/k vk;ke o vFkZ vkSj egRo dks le>k;saxsaA	B.No.1
16			tu lapkj ds ek/;e o i=dkfjrk ds iz'u mRrj djsaxsaA	B.No.1
17		dEI;wVj	dEI;wVj dk vFkZ mldk egRo vkSj gekjs nSfud thou esa mldk egRo le>k;saxsaA	B.No.1
18		jktHkk"kk fgUnh	Hkk"kk dk vFkZ le>kdj jktHkk"kk dk vFkZ o egRo dks le>k,axsaA	B.No.3
19		vuqokn dyk	vuqokn dk vFkZ ifjHkk"kk o mlds izdkjksa dks le>k;saxsaA	B.No.2,3

English

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO:3 The students will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	O Captain ! My Captain!	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		The Last Leaf	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Axe	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Water	Discussion about the author and the topic	B.NO 1

9			Discussion of Question and answer	B.NO 1
CO:4 The students will learn about basic language skills and vocabulary which is very important for proper oral and written communication. They will also learn about the translation.				
LO Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				
14	V	Composition and Paragraph Writing, Translation	The process of paragraph writing.	B.NO.2
15		Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
16		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
17		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3

VI Book References:

Hindi

- 1- Hkk"kk dkS'ky ,oa lapkj lk/ku izdk'ku & e;/izns'k fgUnh xzUFk vdkneh Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku iVuk A
- 3- vfjgUr lkekU; fgUnh vfjgUr lkekU; fgUnh vfjgUr izdk'ku e-iz-A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Moral Value & Language
B.Com. V Sem
Goal: To enhance students' language skills.
Objective: . lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation,

correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Law & Practice****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of individual assesses.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals.

CO2: To know the process of determined residential status.

CO3: Understanding of Heads and types of income.

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		
CO 2								
CO 3						3	3	
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	General Introduction of Indian Income Tax	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Characteristics of income tax	B.N. 2
4		Agriculture Income	Concept of agriculture income	B.N. 2
5			Types of agriculture income	B.N. 2
6			Practical questions of agriculture income	B.N. 2
7			Practical questions of agriculture income	B.N. 2
8		Basic Concepts	Basic definitions- income, casual income, assessment year	B.N. 2
9			Basic definitions- previous year, person, assessee & GTI, TI	B.N. 2
10			Concept & types of exempted income	B.N. 2
11			Continue above exempted income	B.N. 2
12		Residential Status & Tax Laibility	Meaning & rules of residential status	B.N. 2
13			Practical questions of determined residential status	B.N. 2
14			Determined tax liability according to residential status	B.N. 2
15			Practical questions of determined tax liability	B.N. 2
CO: 1,2				
LO: To provide knowledge about types of income and determine the concept of residential status.				
16	2	Income From Salary	Meaning & concept of income from salary	B.N. 1
17			Types of allowances	B.N. 1

18	2	Income From Salary	Types of perquisites	B.N. 1
19			Practical questions of income from salary	B.N. 1
20			Practical questions of income from salary	B.N. 1
21			Practical questions of income from salary	B.N. 1
22			Concept of income from salary (retirement)	B.N. 1
23			Practical questions of income from salary of retired person	B.N. 1
24			Practical questions of income from salary of retired person	B.N. 1
25			Income From House Property	Income from house property	B.N. 1
26		Types of house		B.N. 1
27		Procedure of calculating income from house property		B.N. 1
28		Practical questions of income from house property		B.N. 1
29		Practical questions of income from house property		B.N. 1
30		Practical questions of income from house property		B.N. 1
CO: 1,3				
LO: To enlighten the concept of income from salary & House property.				
31	3	Income From Business and Profession	Meaning & concept of income from business & profession	B.N. 1
32			Procedure of calculate income from business & profession	B.N. 1
33			Formats of income from business & profession, Rates of depreciation & rules	B.N. 1

34	3	Income From Business and Profession	Practical questions of income from business & profession	B.N. 1
35			Practical questions of income from business & profession	B.N. 1
36			Practical questions of income from business & profession	B.N. 1
37		Income From Capital Gains	Meaning & types of capital gain	B.N. 1
38			Capital assets & exemptions	B.N. 1
39			Procedure of calculate capital gain	B.N. 1
40			Practical questions of income from capital gain	B.N. 1
41			Practical questions of income from capital gain	B.N. 1
42			Practical questions of income from capital gain	B.N. 1
43		Income From Other Sources	Meaning & concepts of income from other sources	B.N. 1
44			Types of income & rules of making gross up	B.N. 1
45			Practical questions of income from other sources	B.N. 1
CO: 1,3				
LO: To determine the concept of income from Business & Profession, capital gains and other sources.				
46	4	Set Off and Carry forward of Losses	Meaning & concept of set-off	B.N. 1
47			Rules of losses carry forward	B.N. 1
48			Practical questions of carry forward & set-off losses.	B.N. 1
49		Deduction From GTI	Meaning & types of deductions	B.N. 1
50			Rules regarding deductions	B.N. 1
51			Practical questions of deduction	B.N. 1
52			Practical questions of deduction	B.N. 1
53	4	Clubbing of Income	Concept and Provisions of clubbing of income	B.N. 1
54			Practical questions of clubbing of income	B.N. 1

55	4	Computation of Total Income & Tax Liability of an Individual	Meaning of total income & its procedure	B.N. 1
56			Procedure of tax calculations in various cases	B.N. 1
57			Practical problems	B.N. 1
58			Practical problems	B.N. 1
59			Practical problems	B.N. 1

CO: 1

LO: Enabling the students to have a fair idea on set-off and carry forward of losses, clubbing of income and to determine the concept of assessment of individual.

60	5	Assessment Procedure	Procedure of assessment	B.N. 1
61			Types of assessment, return, pan card & signature	B.N. 1
62		Tax deducted at Sources	Meaning & provisions of tax deducted at sources (TDS)	B.N. 1
63			Practical questions of TDS	B.N. 1
64		Advance Payment of Tax	Meaning & procedure of advance payment of tax	B.N. 1
65			Practical questions of advance payment of tax	B.N. 1
66	5	Income Tax Authorities	Income tax authorities	B.N. 3
67		Appeal, Revision and Penalties	Appeal to the commissioner and appellate tribunal	B.N. 3
68			Appeal to high court & revision by commissioner	B.N. 3
69			Penalties & Prosecutions and its provisions	B.N. 3

CO: 1,4

LO: To provide knowledge about assessment procedure, advance tax, authorities involved and penalties.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Law & Practice			
B.Com. V Semester			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure and representation before appropriate authorities under the law.			
Objective: Able to students understand the various provision of Income Tax Act relating to computation of Income of individual assesses.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Law and Practice	% Students having the desirable understanding of Income Tax Law and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Marketing concept and consumer behavior****Session: July-Dec****Class: B-com V-Sem. (Hons.)****I: Objective of course:** The Objective of this subject is to acquaint the students with marketing concepts and behavior of consumers.**II: Examination:**

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):**CO1:** Understanding about the concept of marketing strategies and its significance**CO2:** Understanding the significance of consumer and their behavior**CO3:** Able to understand the concept of products and its packing as well as the importance of branding**CO4:** Understanding the significance of price in marketing**IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1**

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		3		2	2	
CO 2	2	2		2		2		
CO 3	2	2		3				
CO 4	2	2		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Marketing Concept	Introduction to marketing concept	B.No.1
2			Meaning and definition	B.No.1
3			Nature and Scope of marketing	B.No.1
4			Functions of marketing	B.No.1
5			Significance of marketing	B.No.3
6			Main concepts of marketing	B.No.3
7			Importance of modern concept of marketing	B.No.2
8			Difference between marketing and selling	B.No.2
9			Recent marketing innovations	B.No.1
10			revision	B.No.1
CO: 1				
LO: Able to understand marketing concept				
11	2	Consumer Behavior	Introduction to consumer behavior	B.No.4
12			Meaning and definition of consumer behavior	B.No.4
13			Variables of consumer behavior	B.No.4
14			Importance of consumer behavior	B.No.4
15			Discussion on factors affecting consumer behavior	B.No.5
16			Psychological factors of human behavior	B.No.5
17			Economic determinants	B.No.6
18			Sociological factors	B.No.6
19			Theories or models in regard to buying behavior	B.No.4
20			Difference between emotional and rational buying motives	B.No.4
21			Various stages of buying motives	B.No.4
22			Revision	B.No.4
CO: 2				

LO: Able to understand the significance of consumer behavior						
23	3	Marketing strategies and plans	Marketing environment and its definitions	B.No.1		
24			Micro environment	B.No.1		
25			Macro environment	B.No.1		
26			Meaning and definitions of market segmentation	B.No.3		
27			Methods of marketing segmentation	B.No.3		
28			Advantages and disadvantages of market segmentation	B.No.3		
29			Meaning and definitions of marketing planning	B.No.1		
30			Characteristics and objectives of marketing planning	B.No.1		
31			Factors affecting marketing planning	B.No.1		
32			Difficulties in marketing planning	B.No.2		
33			Benefits of marketing planning	B.No.2		
34			Marketing audit	B.No.2		
35			Consumer and satisfaction	Six O's approach in consumer behavior	B.No.4	
36				Profile of Indian consumers	B.No.4	
37		Classification of Indian consumers		B.No.5		
38		Consumer orientation		B.No.5		
39		Consumer exploitation		B.No.6		
40		Rights of consumers		B.No.4		
41	Revision					
CO:1,2						
LO: Able to develop marketing strategies						
42	4	Concept of product	Introduction of product planning	B.No.1		
43			What is product?	B.No.1		
44			Important features of product	B.No.1		

45			Classification of products	B.No.1	
46			Product planning and development	B.No.1	
47			Product line decisions	B.No.3	
48			Product mix	B.No.3	
49			Factors influencing product mix	B.No.3	
50			Consumer and industrial products	B.No.3	
51			Importance of packing	B.No.3	
52			Product life cycle	B.No.3	
53			Types of brands	B.No.2	
54			Elements of branding	B.No.2	
55		Branding	Brand identity and loyalty	B.No.2	
56			Significance of after sales service	B.No.2	
57			Understanding the significance of brand	B.No.2	
CO: 3					
LO: Able to understand the concept of product and its development					
58			Introduction to pricing strategy	B.No.1	
59			Importance of price	B.No.1	
60			Pricing objectives	B.No.1	
61			Factors affecting pricing decisions	B.No.2	
62			Procedure of price determination	B.No.2	
63			Basic policies recognized for pricing	B.No.2	
64			Cost demand based pricing	B.No.2	
65			Competition based pricing	B.No.3	
66			Kinds of pricing	B.No.3	

67		Price as an Indicator of quality	B.No.1
68		Marketing mix	B.No.1
69		Importance of price in marketing mix	B.No.1
CO: 4			
LO: Able to understand the concept of price and factors affecting it.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.Amit Kumar, Dr.B.Jagdish Rao, Marketing Management, Sahitya Bhawan publications
2. Dr.Amit Kumar, Principles of marketing, Sahitya bhawan publications,
3. R.S.N.Pillai, Bagavathi, Modern Marketing, S.Chand, 2018
4. Nair Suja, Consumer behavior and marketing research, Himalaya publications
5. S.N.Kazmi, Consumer behavior and marketing communication, Excel books
6. Barta, Consumer behavior, Excel books

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Marketing concept and consumer behavior			
B-com V-Sem. (Hons.)			
Goal: Students develop the ability to understand the basic concepts of marketing, pricing strategy as well as behavior of consumers.			
Objective: The Objective of this subject is to acquaint the students with marketing concepts and behavior of consumers			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of marketing concepts and consumer behavior.	% Students having desirable understanding of marketing concepts and consumer behavior	% Students having satisfactory understanding of marketing concepts and consumer behavior.	% Students Need More Efforts.

X: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out of 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jan-June****Class: B.Com. VI th Semester****I: Objective of course:** To understand fundamental components of a computer, and work on worksheet making power point representation and use of protocol..**II: Examination:** The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 Students gain knowledge in the basic concepts of word processing
- CO2 Build skills to develop basic applications and develop power point .representation
- CO3 Understand and code Event-Driven procedures with protocols
- CO4 Develop a GUI which is capable store and retrieve data from worksheet

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2						2		3
CO 3				3				2
CO 4	2					3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Word processing	Introduction to word processing	B.N. 1
2			Ms word, features saving and operating multi documents	B.N.4
3			Printing document of file	
4			Formatting documents	B.N4
5			Text and paragraph	B.N.2
CO: 2				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
6	2	worksheet	Worksheet basic	B.N.1
7			Creating worksheet heading information	B.N.1
8			Data text	B.N.2
9			Operating and moving around in an existing worksheet	B.N.2
10			Toolbar and meenu	B.N.1
11			Working with formulas	B.N.2
12			Coping with formulas	B.N.2
CO: 4				
LO: Student will learn programming terminology and how to use worksheet.				
13	3	Introduction to power point	Features and various versions	B.N.2
14			Creating presentation	B.N.2
15			Working with sliders	B.N.2
16			Editing and formatting text	B.N.2
17			Find and replace text	B.N.2
CO: 2				
LO: Student will be able to develop an application with power point representation.				

18	4	Power point 2	Footer paragraph formating	B.N.2
19			Printing presentation	B.N.2
20			Interesting object drawing	B.N.2
21			Slider sorter	B.N.2
22			Clipart picture	B.N.2
23			Pick and go wizard	B.N.2
CO: 1				
LO: Student will be able to develop an interactive application by using forms and their various events, methods and procedures.				
24	5	protocol	Evolution protocol	B.N. 2
25			Dialup connectivity	B.N. 2
26			Domain names	B.N. 2
27			Portals emails	B.N. 1
28			Computer virus	B.N. 1
CO:3				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com VIth Semester			
Goal : Students have the ability to understand fundamental components of a computer, making the power point representation and use of protocol.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, COLLEGE OF COMMERCE (COC), INDORE**Lesson Plan****Subject:** E-Commerce**Session :** Jan-June**Class:** B.Com(H.) – VI Sem**I: Objective of course:**

The objective of this subject is to help students to understand the basics concepts and functional knowledge in field of computer science and also to expose the students to computer application in field of business.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1 To understand the basic concept of internet & functional knowledge in the field of computer application.

CO2. Demonstrate an understanding of the foundations and importance of E-commerce

CO3. Analyze the impact of E-commerce on business models and strategy by e-marketing trends.

CO4. Assess electronic payment systems and security measure.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2		3			
CO 2			3	3			2	2
CO 3		3				2		
CO 4		2				2		
AVG	2	2.5	2.5	3	3	2	2	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Internet, Internet services and E-mail	Evolution, concept and growth of Internet, ISP and different ISP in India	B.N. 1
2			Types of connectivity: Dial-up, leased line, broadband, RF, VSAT etc	B.N. 1
3			Methods of sharing of internet connection, proxy server	B.N. 1
4			Usenet, Gopher, WAIS, Archie, Veronica, IRC, Search engine	B.N. 1
5			Web concept & other protocols	B.N. 1
6			E-mail	B.N. 1
CO: 1				
LO: Students aware about basic building blocks of internet, its services and its application.				
7	2	Introduction to E-commerce	Emergence of Internet, Commercial use of internet	B.N. 3
8			Emergence of World wide web	B.N. 3
9			Advantages and disadvantages of E-Commerce	B.N. 3
10			Transition to E-Commerce in India, E-Commerce opportunities for industries	B.N. 3
CO: 4				
LO: To understand how internet should be commercialized Determine the effects of ecommerce in various fields.				
11	3	Models	Business models for E-Commerce	B.N. 3
12			Models based on relationship of transaction parties	B.N. 3

13			Models based on relationship of transaction types	B.N. 3
CO: 2				
LO: Analyze the different business models of ecommerce based on transaction parties and types.				
14	4	E-Marketing versus Traditional Marketing	Identifying web presence goals	B.N. 3
15			Browsing behavior model, online marketing, E-advertising	B.N. 3
16			Internet marketing trends, E-branding and E-marketing strategies	B.N. 3
CO: 2				
LO: To understand traditional and web marketing approaches and elements of branding, marketing trends and behavior				
17	5	E-security, E-payment system	Information system security, security on Internet	B.N. 3
18			E business risk management issue , Information security in India	B.N. 3
19			Digital payment requirement, digital token based e-payment system	B.N. 3
20			Properties of electronic cash, risk and e-payment system and designing e-payment system	B.N. 3
21			Secure business, web store ,online payment, internet banking	B.N. 3
22			E-commerce security issue, cryptography, digital signature and authentication protocol	B.N. 3
23			Digital certificates, online security, secure electronic transaction(SET)	B.N. 3
CO: 3				
LO: Describe E-Commerce payment and security systems to handle data fruitfully				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Internet for Everyone by Alexin Leon and Mathews Leon
- 2 E-Business: Roadmap for Success by R. Kalakotta
- 3 E-Commerce: An Indian Perspective 2nd edition by P.T. Joseph
- 4 Introduction to E-Commerce by Zheng Qin

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: E-Commerce			
B.Com. VI SEM			
Goal : Students develop the ability to do E-commerce. Topics include an overview of Internet and its application, various business models, e-marketing trends, and . E-payment and security system			
Objective: Students gain understanding of the Internet and its applications, provide them knowledge and techniques to be used in the performance of the business, and enable them to analyze and understand the environment of the E-commerce.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Internet, its application, and E-commerce and further to develop understanding of E-commerce	% Students having the basic concept of Internet, its application, and E-commerce and further to develop understanding of E-commerce.	% Students having understanding about E-commerce	% Students Need More Efforts for Solution and Basic Concept of E-commerce.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Indirect Tax****Session: Jan-June****Class: B.Com. VI Semester (III Year)**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty & its classification. To Understand the valuation rules under central excise act.

CO2: Make the students familiarizes with the concept of Custom Duty and its provisions. It give more practical knowledge to computation of assessable value & calculation of Custom Duty.

CO3: Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT.

CO4: Make the students familiarizes with the concept of Service Tax and its provisions. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3		1	3	2	1
CO 2		3	3		1	3	2	1
CO 3								
CO 4		2	3		1	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Central Excise Duty	Central Excise Duty : Concept & Important Definitions Goods, excisable goods, manufacturer etc.	B.N.2
2		Registration Procedure in Central Excise	Registration Procedure in Central Excise	B.N.2
3		Classification of Goods	Classification of Goods in Central Excise	B.N.2
4			Methods of valuation of excisable goods	B.N.2
5		Advalorem Duty	Advalorem Duty - Numerical	B.N.2
6			Advalorem Duty - Numerical	B.N.2
7			Advalorem Duty - Numerical	B.N.2
8			Advalorem Duty - Numerical	B.N.2
9			Advalorem Duty - Numerical	B.N.2
10			Advalorem Duty - Numerical	B.N.2
11		MRP Based Valuation	MRP Based Valuation – Numerical	B.N.2
12			MRP Based Valuation – Numerical	B.N.2

CO: 1

LO: To understand the Concept of Central Excise Duty and Determination of Assessable Value under Central Excise and Excise Duty.

13	2	Custom Duty: Introduction custom duty.	Concept & Important Definitions	B.N.2
14		Nature of Customs Duty	Nature of Customs Duty	B.N.2
15		Types of Customs Duty	Types of Customs Duty, Numerical – Customs Duty	B.N.2
16		Prohibition under Customs Duty	Prohibitions on Import & Export	B.N.2
17		Valuation rules, computation of assessable value	Numerical – Customs Duty	B.N.2
18			Numerical – Customs Duty	B.N.2

19		and calculation of	Numerical – Customs Duty	B.N.2
20			Numerical – Customs Duty	B.N.2
21			Numerical – Customs Duty	B.N.2
22			Numerical – Customs Duty	B.N.2

CO: 2

LO: To understand the Concept of Custom Duty and Determination of Assessable Value under Custom Act and Custom Duty.

23	3	Central Sale Tax: Introduction	Introduction of Central Sales tax & its objectives	B.N.2
24		important definitions,	Important terms & definitions, Appropriate State with Example	B.N.2
25		provisions relating to interstate sales.	Provisions of interstate sales against declaration- Form-C,D, F,H,I E-I & EII. & Rates of Central Sales Tax	B.N.2
26		Determination of gross sales and taxable turnover.	Numerical- Rates of CST	B.N.2
27			Numerical- Rates of CST	B.N.2
28			Numerical- Rates of CST	B.N.2
29			Determination of Gross turnover & taxable sales	B.N.2
30			Numerical - CST	B.N.2
31			Numerical - CST	B.N.2
32			Numerical - CST	B.N.2
33			Numerical - CST	B.N.2
34			Numerical - CST	B.N.2
35			Numerical - CST	B.N.2

CO: 3

LO: To understand the Concept of Central Sales tax and Determination of Taxable Turnover under Central Sales tax and Tax payable.

36	4	M.P. VAT: Introduction, important definitions	Definitions & Features of VAT System, Important definition u/s 2	B.N.2
37		Registration and licensing of dealers	Registration of Dealer under VAT, Procedure for Registration Under VAT	B.N.2

38		Impact of to be or Not registered & Forms	B.N.2
39	Tax free goods	Exempted goods from VAT,	B.N.2
40	Assessment procedure, computation of taxable turnover and VAT. Investment Account	Rates of M.P.VAT	B.N.2
41		Taxable turnover under VAT, Numerical	B.N.2
42		Numerical - VAT	B.N.2
43		Numerical - VAT	B.N.2
44		Numerical - VAT	B.N.2
45		Numerical - VAT	B.N.2
46		Numerical - VAT	B.N.2
47		Numerical - VAT	B.N.2
48		Numerical - VAT	B.N.2

CO: 3**LO:** To understand the Concept of M.P. VAT and Determination of Taxable Turnover under M.P. VAT and Tax payable.

49	5	M.P. VAT- Tax payment and recovery of tax.	Filling of returns by Dealer- Sec 18	B.N.2
50			Provisions relating to Assessment under VAT	B.N.2
51			Payment of Tax, Refund of Tax & Recovery of Tax	B.N.2
52		Input tax rebate.	Input Tax rebate & Inventory rebate	B.N.2
53			Numerical - Input Tax rebate & Inventory rebate	B.N.2
54			Numerical - Input Tax rebate & Inventory rebate	B.N.2
55			Numerical - Input Tax rebate & Inventory rebate	B.N.2
56		Authorities: powers and duties.	VAT Authorities – Power of VAT Authorities	B.N.2
57			Duties of VAT Authorities	B.N.2
58		Appeal and	Appeal & Revision procedure under VAT	B.N.2

		revision.	
59		Difficulties in VAT.	Difficulties in implementation of VAT. B.N.2
60		Service Tax: Introduction, objectives	Meaning, Objectives & Scope of Service Tax B.N.1
61			Exemption limit in Service Tax B.N.1
62		Main provisions	Main provisions of Service Tax liability B.N.1
63			Registration & payment B.N.1
64			Numerical - Tax liability under Service Tax B.N.1
65			Numerical - Tax liability under Service Tax B.N.1
66			Service Tax – Assessment procedure B.N.1
67			Service Tax credit B.N.1
68		Assessment procedure and computation of service tax.	Service Tax - provisions relating to interest & penalty B.N.1
69			Valuation of Taxable Services – Rules B.N.1
70			Numerical - Service Tax B.N.1
71			Numerical - Service Tax B.N.1
72			Numerical - Service Tax B.N.1
73			Numerical - Service Tax B.N.1
CO: 3,4			
LO: To understand M.P.VAT Payment & Recovery of Tax, Input Tax Rebate, Authorities. To understand the Concept of and Determination of Taxable Services under Service Tax and Tax payable.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxes, H.C. Mehrotra, SBP, Agra, 2017
2. Indirect Tax, , SPP, Indore, 2018
3. Indirect Taxes Law and Practice, , Texmann, 2012

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax			
B.Com. VI Semester			
<p>Goal : To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty. To Understand the valuation rules under central excise act. Make the students familiarizes with the concept of Custom Duty. It give more practical knowledge to computation of assessable value & calculation of Custom Duty. Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT. Make the students familiarizes with the concept of Service Tax. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.</p>			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Indirect Tax	% Students having the desirable understanding of Indirect Tax.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Management Accounting****Session: Jan-June****Class: B.Com. V Semester (H)****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities

CO2: Apply and analyze different types of activity-based management tools through the preparation of estimates.

CO3: Analyze cost-volume-profit techniques to determine optimal managerial decisions.

CO4: Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2		2		2
CO 2			3	2				
CO 3	2	2				2		2
CO 4		2	2				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Management accounting and its introduction	Introduction of Subject	B.N. 2
2			Syllabus Discussion	B.N. 2
3			Meaning and definition of Management accounting	B.N. 2
4			Essentials of Management accounting	B.N. 2
5			Scope of Management accounting	B.N. 2
6			Objectives of Management accounting	B.N. 2
7			Functions of management accounting	B.N. 2
8			Difference between Management, Financial and Cost Accounting	B.N. 2
9			Tools and Techniques of management accounting	B.N. 2
10			Need and significance of Management accounting	B.N. 2
11			Role of management accounting in decision making	B.N. 2
CO: 1				
LO: To enlighten the students thought and knowledge on management Accounting.				
12	2	Financial Statements Analysis	Meaning and limitations of financial statement	B.N. 2
13			Objectives and methods of financial statement analysis	B.N. 2
14			Practical problems of Common Size income statement	B.N. 2
15			Practical problems of Common Size Balance Sheet	B.N. 2
16			Practical problems of Comparative Income statement	

17	2		Practical problems of Comparative Balance Sheet	
18		Ratio Analysis	Ratio analysis - Interpretation of the ratio	B.N. 2
19			Guidelines for use of ratios, Importance, limitations	B.N. 2
20			Classification of Ratio	B.N. 2
21			Advantages & Limitations of ratio analysis	B.N. 2
22			Practical problems of Ratio analysis	B.N. 2
23			Practical problems of Ratio analysis	B.N. 2
24			Practical problems of Ratio analysis	B.N. 2
25			Practical problems of Ratio analysis	B.N. 2
CO: 2				
LO: Helps to give proper idea on financial statement analysis in practical point of view.				
26	3	Fund Flow Analysis	Concept and advantages of Fund flow analysis	B.N. 3
27			Limitation and methods of Fund flow analysis	B.N. 3
28			Rules regarding preparation of Fund Flow Statement	B.N. 3
29			Practical problems of Fund Flow analysis	B.N. 3
30			Practical problems of Fund Flow analysis	B.N. 3
31			Practical problems of Fund Flow analysis	B.N. 3
32			Practical problems of Fund Flow analysis	B.N. 3
33			Practical problems of Fund Flow analysis	B.N. 3
34			Practical problems of Fund Flow analysis	B.N. 3
35			Cash Flow Analysis	Concept and advantages of Cash flow analysis	B.N. 3

36	3	Cash Flow Analysis	Limitation and methods of Cash flow analysis	B.N. 3
37			Rules regarding preparation of Cash Flow Statement	B.N. 3
38			Difference between Fund flow and Cash flow statement	B.N. 3
39			Practical problems of Cash Flow analysis	B.N. 3
40			Practical problems of Cash Flow analysis	B.N. 3
41			Practical problems of Cash Flow analysis	B.N. 3
42			Practical problems of Cash Flow analysis	B.N. 3
43			Practical problems of Cash Flow analysis	B.N. 3

CO: 2,4**LO:** To introduce the concept of fund flow and cash flow statement.

44	4	Marginal Costing	Concept and types of Absorption and Marginal costing	B.N. 3
45			Marginal and differential costing as a tool for decision making.	B.N. 3
46			Practical problems of marginal costing	B.N. 3
47			Practical problems of marginal costing	B.N. 3
48			Practical problems of marginal costing	B.N. 3
49		Break Even Analysis	Meaning of Break even analysis. Limitation, assumption and use of break even analysis	B.N. 1
50			Practical problems of break even analysis	B.N. 1
51			Practical problems of break even analysis	B.N. 1
52			Practical problems of break even analysis	B.N. 1

CO: 3**LO:** To develop the know-how and concept of marginal costing with practical problems.

53	5	Budgetary Control	Meaning of Budget and budgetary control	B.N. 1
54			Objectives, merits and limitations of budgetary control	B.N. 1

55	5	Budgetary Control	Types of budget	B.N. 1
56			Practical problems of flexible budget	B.N. 1
57			Practical problems of flexible budget	B.N. 1
58			Practical problems of Cash budget	
59			Practical problems of Cash budget	B.N. 1
60		Management audit & responsibility accounting	Meaning and concept of Management Audit	B.N. 3
61			Procedure of management audit	B.N. 3
62			Concept of Responsibility accounting	B.N. 3
63			Procedure of accountability of responsibility	B.N. 3
64		Management Reports	Meaning and concept of Management reports	B.N. 3
65			Types of reports	B.N. 3
66			Qualities of a good report	B.N. 3
67			Revision	
68	Revision			
69	Revision			
CO: 1,4				
LO: To provide knowledge about budget control keeping in mind the scope of the concept and preparation of management report.				

Note : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nirmal Jain, Management Accounting, Nakoda Publication, 2009.
2. Dr. K.L. Gupta, Management Accounting, Sahitya Bhawan Publications, 2018.
3. Dr.Sharma, Mehta, Brahmhatt, Management Accounting, Devi Ahilya Publications, 2018.
4. S.P. Gupta, Accountig for managers, Sahitya Bhawan Publication.
5. Dr. JK Agrawal, management accounting, Ramesh Book Depo, 2016.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Management Accounting			
B.Com. V Semester (H)			
Goal : Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities; Apply and analyze different types of activity-based management tools through the preparation of estimates; Analyze cost-volume-profit techniques to determine optimal managerial decisions; Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.			
Objective: The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management account.	% Students having the desirable understanding of Management account.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Subject : Moral Value And Hindi language and English

Session: Jan-June

Class :B.Com VI Semester

I: Objective of Course :

1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA
2. fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirg lkFkZd] l{ke tkx:d ukxfjd cusA

Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

The faculty member will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 50 marks having theory and have 3 sections A, B and C.

Moral values and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO) :

1. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZlr vkRefo'okl o laizs"kh;rk dh 'kfDr iznku djsu esa vk/kkj ikB~;dhe dh lajpuk vR;ar vk/kkjHkwr ladYiuk dh Hkwfedk vnk djsxhA
2. fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk mi;ksx lgh rjhds ls dj ik;saxsaA
3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions.
4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination

IV : Po-Co Mapping : HIGH-3, MEDIUM-2, LOW-I

	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Co 1							1
Co 2				2			
Co 3	1	2					
Co 4		1				2	

V: Session Plan: VI Semester

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
1	bdkbZ I	ikB~;dze ifjp;	ikB~;dze ij ppkZ	
2		lR; ds lkFk esjs iz;ksx	egkRek xak/kh dh vkRedFkk ds ek;/e ls dqN fo'ks"k laLej.kksa ij ppkZ	B.No.01
3.			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-1 First Assignment				
Lo-1, lEiw.kZ ikB~;dze esa ifjpr gksxsaA egkRek xak/kh dh vkRedFkk ds ek;/e ls egkRek xak/kh ds thou ls ifjpr gksxsaA				
4.	bdkbZ II	vkRe fuHkZjrk	vkRefuHkZjrk dk vFkZ j ykHk	B.No.01
5.			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
6		xwyj ds Qwy	xwyj ds Qwy] fuca/k dk lkjak'k] ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
7			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-2 First Assignment				
Lo- vkRe fuHkZjrk dks thou esa viuk,axsa rFkk izd`fr ls ifjpr gksxsaA				
8	bdkbZ II	e;/izns'k dh yksddyk,Wa	c?ksy[kaM] cqansy[kaM dh yksddykvksa dk ifjp;	
9		ekyoh] fuekM+h yksd dykvksa dk ifjp;		
10			vuqlwfr tu tkfr dh yksddykvksa dk ifjp;] iwjs ikB ds iz'uksa ij ppkZ] ifjpr gksxsaA	B.No.01
Lo-e;/izns'k dh yksddykvksa ls ppkZ ifjpr gksxsaA				
11	bdkbZ II	e;/izns'k yksd lkfgR;	yksd lkfgR; dk vFkZ] yksd lkfgR; dk oxhZdj.k	B.No.01
12			c?ksyh] cqnsayh] ekyoh] fuekM+h] yksd lkfgR; dk ifjp;	B.No.01
13		i= ys[ku	izk:i.k] fVli.k] vkns'k] dk ifjp; ifji=] Kkiu, vuqLekjd dk ifjp;	B.No.01
14				B.No.02
15		iwNks u izkr dh ckr vkt	iwNksu izkr dh ckr vkt dk lkjak'k ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
16				B.No.01
17		xsawi cuke xavkc	xsawi cuke xavke] fuca/k dk	B.No.01

18	bdkbZ III		lkjak'k] xsgw; cuke xqyke] fuca/k ds iz'uksa ij ppkZ	B.No.01
19 20		nwjHkk"k vkSj eksckby	nwjHkk"k izfof/k] fodkl] nwjHkk"k vkSj VsyhxzkQ	B.No.01 B.No.01
21	bdkbZ III		eksckbZy dk ifjp;] vuqiz;ksx eksckby ojnku ;k vfHk'kki	B.No.01 B.No.01
22		e;/izns'k dh fp=x.k ewrhZ dyk] ,oa LFkkiR;	e;/izns'k dh fp=dyk] ewrhZdyk] LFkkiR; dyk dk ifjp;	B.No.01 B.No.01
23 24		dyk fgUnh dh 'kCn IEink	ikB ls lacaf/kr iz'uksa ij ppkZ i;kZ;okph] 'kCn;qXe ,oa foykse 'kCnksa ds vFKZ rFkk ikB ls lacaf/kr egRoiw.kZ iz'uksa ij ppkZ	B.No.01 B.No.02 B.No.02
Lo-5- nwjHkk"k] eksckby ls ifjpr gksxsA e;/izns'k dh fp=dyk] ewrhZdyk rFkk fgUnh dh 'kCn IEink esa ifjpr gksxsA				

English Session Plan

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO: 3 The student will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text.				
LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	Stopping By Woods on a Snowy Evening	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		Communication Education and Information Technology	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Gif Of Maggi	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Cherry Tree	Discussion about the author and the topic	B.NO 1
9			Discussion of Question and answer	B.NO 1
CO:4				
LO: Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
10		Translation	Translation of passage English to Hindi and Hindi to English	B.NO.2
11		Email-Writing	Format and Importance of Email writing	B.NO 3

12	V	Power Point Presentation	Elements of power point presentation skills and its role in today's scenario	B.NO 2,3
13		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 4,5
14		Sentence Correction	Common Errors will be dealt.	B.NO 3

VI Book References:

Hindi

- 1- uSfrd ewY; vkSj Hkk"kk %& e/;izns'k fgUnh xzaFk vdkneh] Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku] iVuk A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Moral Values and Language			
B.Com.VI Semester			
Goal: To Develop Hindi Language.			
Objective. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo[kFkhZ u dsoy lQy thohdksiktZu djsa vfirQ lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

DEPARTMENT OF COMMERCE, IPS ACADEMY

PROGRAM OUTCOME

B.Com. (Tax)

1. This program could provide well tainted professionals for the industries, banking sectors, insurance companies, financing companies, Transport agencies, warehousing etc. to meet the well trained men power requirements. The graduates will get hands on experience in various aspects acquiring skills for marketing manager, selling managers, overall administration abilities of the companies.
2. After completing this course they can become a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary teacher, professor, stock agents and get govt. jobs easily.
3. The course offer the number of value based and job oriented courses (Industry visit, summer training) ensures that students are trained can get aware about the present scenario of the world.
4. Create a base to compete and participate and gain leadership positions in organizations at National and International levels
5. Through this course department is putting efforts to nurture entrepreneurial skills and capabilities.
6. The course aim to provide and in-depth knowledge on the provisions of tax. To familiarize the students with recent amendments in taxes.
7. The students are exposed to details of GST, Advanced GST. Upon completion of the course, the students become capable to perform well in banking, financial institutions, in accounting, marketing services, etc.
8. The benefits of completing a taxation program student can start their own business as a tax preparer.

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Mathematics****Session: July-June****Class: B.Com. I year Pass Courses**

I: Objective of course: The objective of this course is to teach the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: have basic knowledge in the areas of business calculus and financial mathematics

CO2: be able to work with simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.

CO3: be able to understand and use equations, formulae, and mathematical expressions and relationships in a variety of contexts

CO4: apply the knowledge in mathematics (matrices, percentage, ratio- proportion, averages) in solving business problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2	2		
CO 2		2			2	2	2	2
CO 3		2		2	2	2		
CO 4	3			2	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Ratio – gaining and Sacrificing Ratio, proportion, Percentage, Commission, Discount and Brokerage	Ratio- Meaning, features and types of ratio.	B.N.4
2			Ratio related to partnership	B.N.4
3			Profit sharing ratio, Sacrificing ratio & Gaining ratio.	B.N.4
4			Ratio Short numerical questions.	B.N.4
5			Ratio- Long numerical questions	B.N.4
6			Ratio- Long numerical questions	B.N.4
7			Ratio- Long numerical questions	B.N.4
8			Proportion- Meaning, rules & kinds.	B.N.4
9			Problems related to Inverse & compound proportion.	B.N.4
10			Problems related to continued & direct proportion	B.N.4
11			Percentage- Rules & numerical.	B.N.1
12			Percentage- Numerical.	B.N.1
13			Percentage- Numerical	B.N.1
14			Commission- Calculation of different types of commission	B.N.1
15			Commission- Practical Problems	B.N.1
16			Commission- Practical Problems	B.N.1
17			Discount & Brokerage- Meaning and different types.	B.N.1
18			Practical problems regarding Discount & brokerage.	B.N.1
19			Practical problems regarding Discount & brokerage.	B.N.1
CO: 1, 4				
LO: Able to solve different problems regarding ratio and percentage.				
20	2	Simultaneous Equations – Meaning,	Simultaneous Equations- Methods of solving equations.	B.N.3
21			Problems relating to Number and Fraction.	B.N.3

22		Characteristics, Types and Calculations. Preparation of invoice.	Problems relating to Age.	B.N.3
23			Solving Miscellaneous Problems.	B.N.3
24			Solving Miscellaneous Problems.	B.N.3
25			Solving Miscellaneous Problems.	B.N.3
26			Preparation of Invoice- Meaning & advantages.	B.N.3
27			Objects and methods of preparing Invoice.	B.N.3
28			Kinds or types of Invoices	B.N.3
29			Preparation of Invoice- Practical Questions.	B.N.3
30			Preparation of Invoice- Practical Questions.	B.N.3
31			Preparation of Invoice- Practical Questions.	B.N.3
32			Preparation of Invoice- Practical Questions.	B.N.3
CO: 2,3				
LO: Framing and solving equations, Invoice preparation.				
33	3	Elementary Matrices – Definitions and Calculations, Types of Matrices.	Elementary Matrix- Meaning and Definitions	B.N.4
34			Elementary Matrix- Rules regarding calculations.	B.N.4
35			Types of Matrix.	B.N.4
36			Addition of Matrices.	B.N.4
37			Subtraction of matrices.	B.N.4
38			Multiplication of a matrix – Procedure.	B.N.4
39			Multiplication of a matrix by a Scalar or constant.	B.N.4
40			Solving Numerical questions of Matrix	B.N.4
41			Solving Numerical questions of Matrix	B.N.4
42			Solving Numerical questions of Matrix	B.N.4
43			Word problems regarding Matrices.	B.N.4
44			Word problems regarding Matrices	B.N.4

45			Word problems regarding Matrices	B.N.4
CO: 4				
LO: Conceptual knowledge of Matrices				
46	4	Logarithms and Antilogarithms- Principles and Calculations, Simple and Compound Interest.	Logarithms and their application.	B.N.1
47			Rules of conversion of simple sums into logarithms.	B.N.1
48			Antilogarithm- Method and Rules.	B.N.1
49			Numerical questions of logarithms.	B.N.1
50			Numerical questions of logarithms.	B.N.1
51			Simple Interest- Formulas and Calculation.	B.N.1
52			Simple Interest- Practical Problems.	B.N.1
53			Simple Interest- Practical Problems.	B.N.1
54			Simple Interest- Practical Problems.	B.N.1
55			Compound Interest and Simple interest.	B.N.1
56			Calculation of compound Interest.	B.N.1
57			Calculation of compound Interest - Practical's.	B.N.1
58			Calculation of compound Interest - Practical's.	B.N.1
59			Calculation of compound Interest – Practical's.	B.N.1
60			Calculation of compound Interest - Practical's.	B.N.1
CO: 2				
LO: Able to calculate interest with the help of log table				
61	5	Averages- Simple, Weighted and Statistical Averages, Arithmetic Mean, Harmonic mean, Geometric mean. Profit and loss.	Profit & Loss- Meaning & important Formulae	B.N.5
62			Practical questions related to profit & loss.	B.N.5
63			Practical questions related to profit & loss.	B.N.5
64			Practical questions related to profit & loss.	B.N.5
65			Practical questions related to profit & loss.	B.N.5
66			Calculation of simple averages.	B.N.2

67		Calculation of Weighted averages.	B.N.2
68		Calculation of arithmetic mean.	B.N.2
69		Calculation of harmonic mean	B.N.2
70		Calculation of Geometric mean	B.N.2
CO: 1,4			
LO: Knowledge of statistical averages, finding out profit & loss.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Business mathematics, Sahitya Bhawan Publication.
2. C. Sancheti, Business Math's, S.Chand Publishing House.
3. Ramesh Mangal, Business mathematics, Satish Printers and publishers.
4. Sanjay Mehta, Business Mathematics, Devi Ahilya Prakashan.
5. M. Raghavachari, Mathematics for Management, tata mcgraw hill publishers.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
B.Com. I Year			
Goal: Students develop the ability to work simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.			
Objective: Students gain understanding of the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Mathematics.	% Students having the desirable understanding of Business Mathematics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – I Year

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrA
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpkSa dks ifjfr djKds muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C..

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&lank ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn lank] okD;&lajpuk] i=&ys[ku ,oa Hkko&iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;ksa vkSj fodkl dh fn"kkvksa ls ifjfr gksxsA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo" k;ksa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsA rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsA vkn'kZ ukxfjd o l{ke ekuo gksxkA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
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CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V Session Plan :

Lecture No.	Unit	Topic	Sub Topic	Reference
1	bdkbZ&I	Lora=rk iqdkjrh	Lora=rk iqdkjrh dk vFkZ o 'kCnak'k dk dsUnzh;Hkko le>kdj iz'u dza-1 djok;saxsaA	B.No 1
2		iq"i dh vfHkyk"kk	iq"i dh vfHkyk"kk dk vFkZ o dfo ifjp; 1 o iz'u mRrj A	B.No 1
3		okD; lajpuk vkSj v'kqf);Wak	okD; dh ifjHkk"kk o izdkjksa dks le>kb;sA	B.No 1
4			'kCn le>k,xs	B.No 1
Co:1				
Lo-1- Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxhA 'kghnksa ds fy, eu esa Ja)ktfy dh Hkkouk tkx`r gksxhA okD; 'kq) fy[kuk o mPpkfjr djuk fodflr gksxkA				
5	bdkbZ&II	ued dk njksxk	ued dk njksxk dgkuh le>k,xs o mldk lkjak'k fy[kok;saxsaA	B.No 1
6			iz'u&mRrj djok;sxsA	B.No 1
7		,d Fks jtkk Hkkst	,d Fks jtkk Hkkst dk vFkZ le>kdj	B.No 1
8			iz'u&mRrj djok;sxsA	B.No 1
9		i;kZ;okph foykse ,dkFkhZ vusdkFkhZ	i;kZ;okph] foykse ,dkFkhZ] vusdkFkhZ] lRo;qXe] llr;qXe] le>kdj iwNsaxsaA	B.No 3
CO1				
LO:2 u,&u, 'kCnksa ls ifjpr gksxsa rFkk lR; ds ekxZ ij pyus ds fy, izsfjr gksxsaA				
7	bdkbZ&III	Hxxoku cq) yksdra= ,d /keZ gS	Hxxoku cq) ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsA	B.No 1
8		ugha :drh gS unh	yksdra= ,d /keZ gS dk ifjp; nsdj iz'u mRrj djok;sxsA	B.No 1

9		iYyou	iYyou dk vFkZ le>kdj iYyou fy[kus dks nsxsaA	B.No 2
10			iYyou fy[kok;saxsaA	B.No 2
Co:3				
LO-3- vfgalk o d:..kk dk Hkko tkx`r gksxk rFkk lcls egRoiw.kZ gS deZ djukA deZ ds fcuk euq"; dHkh Hkh IQy ugha gks ldrk gSA deZ dks ysdj tkx:drk dh Hkkouk fodflr gksxhA				
11	bdkbZ&IV	vQlj	vQlj O;aX; le>kdj mldk ifjp; nsdj iz'u mRrj djok;sxsaA	B.No 1
12		gekjh lakLd`frd ,drk laxzg esa	Hkkjfr; lakLd`frd ,drk laxzg le>kdj mnkgj.k nsdj le>k,xsaA	B.No 1
13			iz'u mRrj djok;saxsaA	B.No 1
14		la{ksi.k ¼ladfyr½	la{ksi.k dk ifjp; nsdj la{ksi.k dk egRo o fy[kus dks nsaxsaA	B.No 2
Co 3				
Lo:3,4 ,drk dh Hkkouk fodflr gksxh vkSj laLd`fr o lH;rk ds fy, eu esa Hkkouk fodflr gksxhA				
15	bdkbZ&V	uSfrd ewY; ifjp; ,oa oxhZdj.k	uSfrd ewY; dk oxhZdj.k] ifjp;] o vFkZ le>k,xsaA	B.No 1
16			iz'u&mRrj djok;sxsaA	B.No 1
17		vkpj.k dh lH;rk varKfu vkSj uSfrd vli nhiks Hko	vkpj.k o O;ogkj dk ifjp; nsdj thou uSfrd thou dk egRo le>k,xsaA	B.No 1
18			uSfrd thou dk egRo le>k,xsaA	B.No 1
19		vli nhiks Hko	vli nhiks Hko% ikB dk vFkZ le>k,xsaA	B.No 1
20			iz'u mRrj djsaxsaA	B.No 1
VI: Book Reference : fgUnh Hkk"kk vkSj uSfrd ewY; , Madhya Pradesh Hindi Granth Academy Bhopal vfjgUr lkekU; fgUnh, Arihant publication Madhya Pradesh. Y;wlsUV tuvj fgUnh , Lucent Publication Patna				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective. cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjfpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business law****Session: July-June****Class: B. Com. I Year (Pass course)**

I: Objective of course: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify the fundamental legal principles behind contractual agreement.

CO2: Able to understand basic knowledge of the important business legislation along with relevant case law.

CO3: Help to understand the knowledge of the legal environment & principles in which a consumer & business operates.

CO4: Help student to bind maintain legally enforceable relations and conduct business and non- business transactions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				1	2		
CO 2	2	2				2		2
CO 3	3					3		
CO 4			1			3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Indian Contract Act 1872 – Definition, Nature of Contract, Offer & Acceptance, Capacity of parties to Contract, Free Consent and Consideration, Expressly declared Void agreement, Performance of Contract.	Introduction & Meaning of Contract Act 1872	B.N.1
2			Nature & Characteristics of Contract	B.N.1
3			Types Of Contract Essentials of a valid Contract	B.N.2
4			Difference between Agreement & Contract	B.N.2
5			All Contracts are agreements but all agreements are not contract	B.N.1
6			Meaning & characteristics of -proposal or offer.	B. N 2
7			Legal rules as to offer or proposal.	B. N. 3
8			Meaning & legal rules of Valid acceptance.	B.N.3
9			Capacity of Parties to Contract – meaning & competent person.	B. N. 2
10			The rules Governing Judicial Philosophy as to Minors.	B.N.1
11			Persons of unsound mind.	B.N.1
12			Persons Disqualified by Laws.	B.N.1
13			Meaning & definition of Free consent.	B.N.1
14			Meaning & essentials of Coercion.	B.N.3
15			Essentials of Undue Influence.	B.N.3
16			Difference between Coercion & Undue Influence.	B.N.4
17			Elements of Fraud & Silence as Fraud.	B.N.3
18			Ways or Acts of Misrepresentation.	B.N.1
19			Mistake of Law & Mistake of Fact	B.N.1

20			. Meaning & Definitions of Consideration.	B.N.2
21			Contract without consideration is void.	B.N.3
22			Void Agreements – Agreements in Restraint of Trade.	B.N.1
23			Introduction of Performance of contract	B.N.2

CO: 1**LO:** Oldest Act developed Interest and knowledge in basic legal procedure.

24			Modes of Discharge of Contract.	B.N.2
25			Difference between Notation & Alteration.	B.N.2
26			The Doctrine of Frustration.	B.N.3
27			Types of Breach of Contract.	B.N. 1
28			Remedies for Breach of Contract.	B.N.2
29			Meaning & Essential features of contract of Indemnity.	B.N.2
30			Meaning & Kinds of Guarantee.	B.N.1
31			Meaning, definition & essentials of Bailment.	B.N.1
32			Rights & duties of Bailer & Baillie.	B.N.2
33			Meaning & rules of Agency.	B.N.1
34			Agency by Ratification.	B.N.1
35			Relation of Principal & Agent.	B.N. 2
36			Termination of Agency.	B.N.2
37			Meaning & definition of Pledge.	B.N.1
38			Rights and duties of Pledge & Pledger.	B.N.1

CO: 3				
LO: Got basic knowledge of the important business laws along with relevant case laws				
39	3	Negotiable Instrument Act 1881 – Definition , Features ,Promissory note ,Bill of Exchange and Cheques , Holder and Holder in Due Course, Crossing of Cheque, Types of Crossing , Dishonor and Discharge of Negotiable Instrument	Meaning & definition of Negotiable Instrument. .	B.N.2
40			Kinds of Negotiable Instrument.	B.N.2
41			Essentials of Promissory Note.	B.N.4
42			Meaning & essentials of Bill of Exchange.	B.N.4
43			Meaning & essential elements of Cheque.	B.N.3
44			Classification of Negotiable Instrument.	B.N.5
45			Rights & Privileges of Holder in Due Course.	B.N.2
46			Meaning of Crossing of Cheque.	B.N.3
47			Kinds of Crossing of Cheque.	B.N.3
48			Protection to collecting Banker.	B.N.2
49			Provisions regarding Dishonor of Cheque.	B.N.3
50			Meaning of Dishonor of Instruments.	B.N.3
51			Rules as to compensation for dishonor.	B.N.2
52			Modes of discharge.	B.N.3
53			Noting and protest.	B.N.1
CO: .3				
LO: Students can able to use Negotiable Instrument in practical life.				
54	4	Consumer Protection Act 1986- Main	Meaning & definition of Consumer Protection Act 1986.	B.N.3
55			Salient features of Consumer protection act.	B.N.4

56	Provisions, Consumer Disputes, Consumer Disputes Redressal Agencies .MRTP Act – Meaning, scope, Importance and main provisions.	Introduction & procedure of District Forum.	B.N.3
57		Introduction & procedure of National Commission.	B.N.3
58		Introduction & procedure of State Commission.	B.N.3
59		Three –Tier mechanism for promoting consumer rights.	B.N.2
60		Consumer Disputes and redressal agencies.	B.N.2
61		Introduction & objectives of MRTP Act 1969.	B.N.2
62		Extent and commencement of the Act.	B.N.3
63		Non –Applicability of the Act.	B.N.3
64		Main provisions of the Act.	B.N.3

CO: 3**LO:** Learn how to pursue the Consumer rights under Consumer Protection Act .

65	5	Foreign Exchange Management Act 2000 (FEMA) – Objectives and Main Provisions , Introduction to Intellectual Property Right Act – Copyright , Patent and Trademark	Meaning & definition of Foreign Exchange Management Act 2000.	B.N.1
66			Salient features of FEMA.	B.N.2
67			Difference between FERA & FEMA.	B.N.1
68			Meaning & definition of Intellectual property rights.	B.N.3
69			Objectives of IPRs.	B.N.3
70			Enforcement of IPRs.	B.N.3
71			Salient features of The Copyright Act 1957.	B.N.2
72			Assignment of Copyright.	B.N.2
73			Salient features of The Patent Act 1970.	B.N.2
74			Registrar of Patents.	B.N.2
75			Working of Patents.	B.N.2
76			Salient features of Trademark Act 1999	B.N.3

77		Extent & commencement of Trademark.	B.N.3
78		Grounds for refusal of registration of trademark.	B.N.2
CO: 2			
LO: Have knowledge about basic Intellectual property rights.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L. Nolakha, Business Law ,R.B.D.Publications,.
2. G. K. Varshney, Business Law ,Sahitya Bhawan Publications.
3. Anup Vyas , Business Law ,Yashraj Publications.
4. S. N. Maheshwari , Business Law ,Himalaya Publishing house .
5. S. S. Gulshan , Business Law ,Excel Books.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. class test will be based on theoretical and practical aspect of the subject.
3. class performance and discipline will be an important factor for assessing internal marks.
4. the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business law			
B.Com. 1 st Year			
Goal : Students develop the ability to understand the knowledge of the legal environment , principles enforceable relations and conduct business and non- business transactions.			
Objective: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Law.	% Students having the desirable understanding of Business Law.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Organization****Session: July-June****Class: B.Com. I year**

I: Objective of course: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To understand the concepts of the business, organization and the various forms of organization.

CO2: To understand the promotion of business and its stages.

CO3: To make them understand the merits and demerits of multinational corporation

CO4: To explain them modern forms of communication like fax, Emails, video conferencing etc

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	3		3	2	1			
CO 3				3				
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Business Organization	Syllabus discussion, meaning of Business and organization	B.N.-1
2			Definition, concept and characteristics of B.O.	B.N.-1
3			Objectives of B.O.	B.N.-1
4			Significance of Business	B.N.-1
5		Social responsibilities of B.O.	Social responsibilities of B.O.	B.N.-2
6			Promotion of business- meaning of promoter	B.N.-2
7			Types and functions of promoter	B.N.-2
8			Functions of Business Promotion	B.N.-1
9			Factors to be considered for setting up business enterprise	B.N.1
10			Stages of Business Promotion	B.N.-2
11			Stages of Business Promotion	B.N.-2
12		Sole Proprietorship	Sole Proprietorship-meaning, characteristics	B.N.-2
13			Advantages of Sole Proprietorship	B.N.-2
14			Disadvantages of Sole Proprietorship	B.N.-1
15			Importance of Sole Proprietorship	B.N.-1
16		Partnership	Partnership Deed-meaning, registration	B.N.-1
17			Rights and duties of partners	B.N.-2
18			Advantages and disadvantages of partnership	B.N.-1

19			Dissolution of partnership firm	B.N.-2
20			Dissolution of partnership firm	B.N.-1
CO: 1 and2				
LO: Explained the students about the various forms of business organizations.				
21	2	Company	Company-meaning, definition	B.N.-3
22			Characteristics of Company	B.N.-3
23			Private Company-meaning, definition	B.N.-1-
24			Characteristics of Private Company	B.N.1
25			Public Company- meaning, definition	B.N.-2
26			Characteristics of Public Company	B.N.-2
27			Advantages and disadvantages of Public Company	B.N.-2
28			Difference between private and public company	B.N.-2
29			Advantages and disadvantages of company	B.N.-2
30		Co-operative organization	Meaning, need, significance	B.N.-2
31			Merits and demerits of Co-operative organization	B.N.-2
32			Public Enterprises Concept, Meaning	B.N.-2
33			Characteristic of Public Enterprises	B.N. -2
34			Objectives and Significance of Public Enterprises	B.N.-2
35			Business size and location	B.N.-5
36			Plant layout and combination of business	B.N.-5
37		MNCs	Meaning and Introduction	B.N.-5
38			Advantages of Multinational Corporations	B.N.-5
39			Disadvantages of Multinational Corporations	B.N.-5
CO: 2 and3				

LO: Explained them the objectives and significance of plant layout and Business Combination.					
40	3	Communication-	Communication-meaning, definition	B.N.-4	
41			Objects and nature of business communication	B.N.-4	
42			Importance of business communication to management	B.N.-4	
43			Elements of communication and feedback	B.N.-4	
44			Dimension and direction of communication	B.N.-4	
45			advantages and disadvantages of upward and downward communication0	B.N.-4	
46		Means of communication	Means of communication-verbal communication	B.N.-4	
47		SWOT Analysis	SWOT Analysis-meaning, parts	B.N.-1	
48			SWOT Analysis-Use of SWOT analysis	B.N.-1	
49			Importance of SWOT analysis	B.N.-1	
50			limitations of SWOT analysis	B.N.-1	
51		Feed Back & Directions	Importance of feedback in Organization		
52			Process of Feedback	B.N.-1	
53			Directions of Communication	B.N.-4	
54			Upward communication	B.N.-4	
55			Downward Communication	B.N.-4	
CO: 3					
LO: Explained the different dimension and direction of communication					
56	4	Non verbal communication	Non verbal communication-meaning ,functions	B.N.-4	
57			Body language and Para language	B.N.-4	
58			Body language and Para language	B.N.-4	
59		Barriers of communication	Barriers of communication- Physical, organizational	B.N.-4	

60			Barriers of communication- Psychological & others	B.N.-4
61			Importance of written communication	B.N.-4
62		Business letter	Business letter-meaning, need	B.N.-4
63		Business letter	Kinds of Business Letter	B.N.-2
64			Essentials of an effective Business Letter	B.N.-2
CO: 3				
LO: Described the channel of communication and barriers in communication				
65	5	Modern forms of communication	Modern forms of communication-Fax, email	B.N.-4
66			Video conferencing	B.N.-4
67			International communication for global business	B.N.-4
68			Opportunities of E-commerce	B.N.-4
69			Significance of E-commerce	B.N.-4
CO: 4				
LO: Explained the different Modern Forms of Communication				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Dr. Khushpat S Jain, Business Organisation
- 2 Dr. Milind Kothari, Business Organisation
- 3 S. Chand, business organization and management,
- 4 R. Chand and Co. Business Communication
- 5 P.C. Tulsian Business organization and management

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Organization			
B.Com. Ist Year			
Goal: To develop understanding among students about various forms of Business organization.			
Objective: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. I yr

Session: July-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the role and importance of entrepreneurship for economic development, developing personal creativity.

CO2: To understanding the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures.

CO3: Entrepreneurship and Innovation minors will be able to find problems worth solving. Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.

CO4: Entrepreneurship and Innovation minors will be able to sell themselves and their ideas, find problems worth solving.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	2		
CO 2	1						1	
CO 3		2	3	2	2	1		2
CO 4					3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Definition, Characteristics & Importance of Entrepreneurship	B.N.1
2			Types of Entrepreneur,	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Goal Determination	Motivational factors of Entrepreneur	B.N.2
6			Motivation to achieve target, Establishment of ideas	B.N.2
7			Setting targets & facing Challenges	B.N.1 &2
8			Challenge of Goal setting	B.N. 2
9			Problems of Goal determination	B.N.1
10			Solutions of problem in Goal Determination	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and setting the goal.				
11	2	Project Proposal	Need , Objects of Organisation	B.N-1 &3
12			Steps of project Planning process exploration	B.N -1
13			objectives & importance of Project report	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Nature of Organisation	Form of Business organization in Private & Government sector	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Factors influencing the choice of suitable form of organization	B.N-1 &3
18			Meaning & Characteristics of Sole Proprietorship, Partnership & Cooperative Committees	B.N-1 &3
19		Production Management	Meaning Definition, Characteristics & Importance of Production Management	B.N-3
20			Production Management – Methods of Purchase	B.N-3
21			Methods of purchase for raw material and goods and quality management, employee management	B.N-3
22		Financial Management	Meaning, characteristics of financial planning	B.N-1
23		Marketing, Marketing,	Sales & the art of selling understanding the market & Market Policy	B.N-1
24		Consumer Management	Consumer Management, Time Management, Role of regulatory institutions – District Industry Centre	B.N-1
CO: 1 & 3				
LO: To Provide knowledge of project proposal needs –object in business and their impact on financial & management aspect in enterprise				
25	3	Role of Regulatory institutions	DIC introduction, functions, problems & suggestions for Success of DIC’s.	B.N-1&2
26			Working of pollution control board, Food & drug administration.	B.N-1&2
27			District level organization.	B.N-1-2
28		Role of development	Role of development Organizations – Khadi & Village Commission/Board M.P. Finance Corporation,	B.N-1,3
29			Scheduled Banks, M.P.Women’s Economics Development Corporation Self	B.N-1,3
30		Self Employment oriented schemes	Employment oriented Schemes –Golden jubilee, Urban employment Scheme,	B.N-1,4
31			prime Minister’s Employment Schemes,	B.N-1,4

32			Startup India campaign, Pradhan Mantri Kaushal Vikas Yojana (PMKVY)	
33			Rani Durgawati Swarojgar Yojna (RDSY), Deendayal Swarojgar Yojna (DDSY)	B.N-1,4
34		Various Grant Schemes	Various grant Schemes – Capital & Interest Power subsidy	B.N-1,3

CO: 1 & 3**LO:** To introduced in different financial schema in growth of entrepreneurs.

35			Economics Management –short term sources of finance	B.N-2
36			Function of Bank, Role of Bank in Entrepreneurial Development	B.N-2
37	4	Financial management	Financial Planning & working Capital	B.N-2
38			Keeping of Accounting	B.N-3
39			Users of accounting	B.N-3

CO: 3**LO:** To knowledge of Financial, accounting management and how to arrange of capital in different resources

40			Main problems of Facing by entrepreneur	B.N-1
41			Problem of capital and long term Financial resources	B.N-1
42	5	Problems of Entrepreneur & solutions	Administrative problems,	B.N-1 &2
43			Problem of Power to Entrepreneur	B.N-1
44			Registration Problems	B.N-1
45			Problems of Ownership	B.N-1&3

CO: 4**LO:** Helps to give proper idea in resolving different type of problems in organization

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment Subject : ENTREPRENEURSHIP DEVELOPMENT B.Com. I yr.

Goal : To Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial, Marketing Management, Problems of Entrepreneur & solutions.

4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of entrepreneurship.	% Students having the desirable understanding of entrepreneurship.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class: B.Com- I Year

I: Objective of course:

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it's an eye opening for students and society

CO2. Vocabulary building is the foundation of language, collection of words makes right impact on spoken and written language. Vocabulary is a key for successful communication.

CO3. This will help students to understand the rules of English language. Grammar lays the basics and correctness of English language.

CO4. This course enhances the writing skills and develops students to comprehend their writing and reading skills

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3			
CO 2		2						
CO 3			1					
CO 4		1	2	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	Where the Mind is Without Fear	Explanation of the Poem, Poet	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		A Hero	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		Tryst with Destiny	Explain the speech by our First Prime Minister	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Indian Weavers	Explanation of the Poem, Poet.	B.NO 1
9			Discussion of Question and answer	B.NO 1
10		The Portrait of a Lady	Discussion about the author and then explaining the story in detail.	B.NO 1
11			Discussion of Question and answer	B.NO 1
12		The Solitary Reaper	Explanation of the Poem, Poet	B.NO 1
13			Discussion of exercises related to poem	B.NO 1
CO1				
LO 1- The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
14	II	Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
15		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
16		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3
CO2				
LO2 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
17		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 2,3,4

18	III	Tenses	Rules of Tenses and their uses	B.NO 2,4,5
19			Practice of Tenses	B.NO 2,4,5
20		Articles	Proper usage of Articles	B.NO 2,4,5
CO3				
LO3 Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage				
21	IV	Comprehension/ Unseen Passage	Decoding of the symbols and comprehending of the message	B.NO 2
22			Practice of Unseen Passage	B.NO 2,3
CO4				
LO4 Students will enrich the ability to understand the text and Passages.				
23	V	Composition and Paragraph Writing	The process of paragraph writing	B.NO 2
24		Paragraph Writing	Drafting a paragraph	B.NO 2,3
CO4				
LO5 Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. I Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: To enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent Comprehension of Language.	% Students having the desirable comprehension of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Accounting****Session: July-June****Class: B.Com. I Year Pass Courses**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the purpose of double entry system to understanding the accounting system properly. Record journal entries bookkeeping and Prepare ledger accounts using double entry accordingly. Preparation of trial balance, ratification of errors and final accounts.

CO2: To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting.

CO3: To understand the concept of royalty and its benefits. To depute the concept of joint venture and Investment & accounting for it.

CO4: Getting acquainted with the consignment accounts & its usage. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2			3		2
CO 2	1	2				2	2	2
CO 3						1	2	2
CO 4						1	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Double Entry System	Meaning, Definition & Concept of Double Entry System	B.N.2
2		Accounting Concepts & Conventions	Fundamental Principles of Accounting, Concepts & Conventions.	B.N.2
3		Preparation of Journals	Meaning, Features & Formats, Separate & Compound Journal Entries	B.N.1
4			Numerical – Journal Entries	B.N.1
5		Sub division of Journal	Cash Book – Simple & Double Column, Triple Column, Multi Column Cash Book, Petty Cash Book	B.N.1
6			Purchase Book & Sales Book, Purchase Return & Sales Return Book	B.N.1
7			Bills Receivable & Bills Payable Books _ Numerical	B.N.1
8		Preparation of Ledger	Meaning, Format & Methods of Posting	B.N.1
9			Numerical - Ledger	B.N.1
10		Trial Balance	Meaning, Objectives & Methods, Preparation of Trial Balance	B.N.1
11		Final Accounts – with Adjustments	Meaning & Definitions of Final Accounts, Performa – Trading & P&L Account, Balance Sheet	B.N.2
12			Adjustments in Final Accounts, Numerical – Final Accounts	B.N.2
13			Numerical – Final Accounts	B.N.2
14			Numerical – Final Accounts	B.N.2
15			Numerical – Final Accounts	B.N.2
CO: 1				
LO: To understand the Concept & Conventions of Double Entry System and Accounting. To record the basic journal entries, to know how the accounting entries are posted in books & preparation of Trial Balance.				
16	2	Introduction to IAS	Introduction to IAS, Definition & Terminology	B.N.3
17		Detail Study of AS-6	Introduction to AS-6 (Revised) Depreciation Accounting – Terminology, Explanation & Disclosure	B.N.3
18		Detail Study of AS-10	Introduction to AS-10 (Accounting for Fixed Assets)– Definition, Explanation & Disclosure	B.N.3
19		Branch Accounts	Definition & Importance of Branch Accounts, Methods for preparing Branch Accounts	B.N.2
20			Numerical – Branch Accounts	B.N.2
21			Numerical – Branch Accounts	B.N.2
22			Numerical – Branch Accounts, Conversion of Trial	B.N.2

		Balance of Foreign Branch	
23		Numerical – Foreign Branch	B.N.2
24	Departmental Accounts	Meaning, Objectives, Advantages of Departmental Accounts, Departmental Trading & P&L A/c	B.N.2
25		Inter Departmental Transfers – Numerical	B.N.2
26		Departmental Accounts - Numerical	B.N.2
27		Calculation of Closing Stock, Calculation of Unrealized profit on Stock - Numerical	B.N.2

CO: 2

LO: To understand how to Prepare the final accounts and making adjustment. To understand the purpose of Accounting Standards and detail study of AS-6 & AS-10. To understand the types of Branch and methods of Branch accounting and departmental accounting.

28	3	Royalty Accounts	Meaning & Definition of Royalty, Terminology relating to Royalty	B.N.3
29			Journal Entries in the Books of Lessee & Lessor	B.N.3
30			Royalty Accounts - Numerical	B.N.3
31			Royalty Accounts – Numerical	B.N.3
32			Patent Royalty – Journal Entries & Ledger Accounts, Copyright Royalty - Numerical	B.N.3
33		Accounting of Non Profit Making Organization	Meaning, Definition of Nonprofit Organizations, Receipts & Payment A/c and Income & Expenditure A/c. Rules Regarding Conversion.	B.N.1
34			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
35			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
36			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1
37			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1

CO: 3

LO: Able to maintain royalty and Non Profit Organization.

38	4	Joint Venture Accounts	Meaning, Characteristics, Need, Merits & Demerits of Joint venture	B.N.3
39			Numerical - Joint Venture Accounts	B.N.3
40			Numerical - Joint Venture Accounts	B.N.3
41			Numerical - Joint Venture Accounts	B.N.3
42		Consignment	Meaning, Terminology, Characteristics, Need, Merits & Demerits of Consignment.	B.N.3

43			Accounts to be open in the books of Consignor and Consignee.	B.N.3	
44			Numerical – Consignment Accounts	B.N.3	
45			Numerical – Consignment Accounts	B.N.3	
46			Numerical – Consignment Accounts	B.N.3	
47			Numerical – Consignment Accounts	B.N.3	
48			Numerical – Consignment Accounts	B.N.3	
49			Numerical – Consignment Accounts	B.N.3	
50		Investment Account	Meaning of Investment, Types of Interest and Type of Securities	B.N.3	
51			Accounting for Investment Account, Valuation of Closing Investment	B.N.3	
52			Numerical – Investment Accounts	B.N.3	
53			Numerical – Investment Accounts	B.N.3	
54			Numerical – Investment Accounts	B.N.3	
55			Numerical – Investment Accounts	B.N.3	
CO: 3					
LO: Recording entries of joint venture a/c & Able to maintain joint venture a/c, Consignment & Investment a/c.					
56	5	Dissolution of Partnership	Meaning of Dissolution, entries in Dissolved Firm – Numerical	B.N.4	
57			Dissolution of Firm – Numerical	B.N.4	
58			Dissolution of Firm – Numerical	B.N.4	
59			Dissolution of Firm – Numerical	B.N.4	
60			Dissolution of Firm – Numerical	B.N.4	
61			Dissolution of Firm – Numerical	B.N.4	
62		Insolvency of Partner	Meaning of Insolvency, entries in Insolvent firm – Numerical	B.N.4	
63			Garner v/s Murray Rule	B.N.4	
64			Garner v/s Murray Rule – Numerical	B.N.4	
65			Garner v/s Murray Rule – Numerical	B.N.4	
66			Gradual realization of assets & distribution of cash accordingly or Piecemeal or Inter distribution	B.N.4	
67			Proportionate Capital Method - Numerical	B.N.4	
68			Maximum Loss Method - Numerical	B.N.4	
69		Amalgamation of	Meaning of Amalgamation, Entries in the books of Old	B.N.4	

	Partnership Firms	& New Firm	
70		Numerical – Amalgamation of Partnership Firm	B.N.4
71		Numerical – Amalgamation of Partnership Firm	B.N.4
72		Numerical – Amalgamation of Partnership Firm	B.N.4
73		Numerical – Amalgamation of Partnership Firm	B.N.4
74	Conversion of firm to company.	Meaning of Conversion of Partnership Firm into Joint Stock Company, Meaning of Purchase Consideration & Methods	B.N.4
75		Allocation of Purchase Consideration among partner's, Entries in the book of vendor's firm & Purchasing Company	B.N.4
76		Numerical – Conversion of Partnership Firm into Company	B.N.4
77		Numerical – Conversion of Partnership Firm into Company	B.N.4
78		Numerical – Conversion of Partnership Firm into Company	B.N.4
CO: 4			
LO: Easily examine the dissolution of partnership. Easily can prepare the journal entries of amalgamations & Conversion of partnership firm into Joint Stock Company.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Accounting, Sanjay Mehta & Mukesh Brahmabhatt, Devi Ahilya Prakashan, Indore, 2016
2. Financial Accounting, R.C. GUPTA, Prentice-Hall of India Pvt.Ltd, 2009
3. Financial Accounting, S.M. Shukla, SBP, Agra, 2016
4. Financial Accounting, Ramesh Mangal, SPP, Indore, 2016
5. Financial Accounting, S.M. Shukla & S.P. Gupta SBP, Agra, 2008
6. Financial Accounting, S. KR. Paul, New Central Book Agency (P) Ltd, 2006
7. Financial Accounting, Guruprasad Murthy, Himalaya Publishing House, 2010
8. Financial Accounting, Sharda Gangwar, LAP LAMBERT Academic Publishing, 2012
9. Financial Accounting, Govind Singal, RBD, Jaipur, 2012
10. Financial Accounting I MS, ICFAI, 2008
11. Financial Accounting Work Book Vol. I, 2008
12. Financial Accounting Work Book Vol. II, 2010
13. Financial Accounting Principle & Practice, Jawahar Lal, S. Chand Publishing, 2013
14. Financial Accounting Comprehensive Textbook, Ashok Sehgal, Texmann, 2011
15. Fundamentals of Financial Accounting, Ashok Sehgal, Texmann, 2010
16. Financial Accounting A Managerial Emphasis, Ashok Banerjee, EXCEL BOOKS, India, 2005

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Accounting			
B.Com. I Year Pass Courses			
Goal : Explain the purpose of double entry system to understanding the accounting system properly. Preparation of trial balance, ratification of errors and final accounts. To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting. To understand the concept of royalty. To deputize the concept of joint venture and Investment. Getting acquainted with the consignment accounts. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.			
Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam		Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20	Presentation 10		

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Indirect Tax- Goods & Service Tax****Session: July-June****Class: B.Com- I yr. (Taxation)**

I: Objective of course: To knowledge of students with the Indirect Tax (GST), process, Taxation structure and input credit and composition levy process.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To give the students a general understanding of the GST law in the country and provide an insight into practical aspects of GST and equip them to become tax practitioners

CO2: To explain the examine the basics of taxation and taxation structure

CO3: Improving the competitiveness of the Registration and returns original goods and services.

CO4: Ensuring the availability of input credit and composition levy across the value chain

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3	3	2
CO 2	3	2	3		2	2	1	2
CO 3		2	2	2	1			3
CO 4	1	2	2		1		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction in GST in India	Meaning and feature of goods and service Tax (GST)	B.N.-2
2			Background of GST	B.N.-2 & 1
3			Necessity and implementation of GST	B.N.- 1 & 2
4			Favorable impact and difficulties of GST ,	B.N.- 1 & 2
5			Favorable impact and difficulties of GST ,	B.N.- 1 & 2
6		GST Under Sec-02	Importance terms and definitions – Business , place of business	B.N.- 1 & 2
7			Importance terms and definitions – composite supply, Goods input goods and input service,	B.N.- 1 & 2
8			Input tax , Exempt supply , Gross Turnover Capital goods ,	B.N.- 1 & 2
9			Tax invoice , Electronic cash ledger , Electronic credit ledger inward supply outwards supply ,	B.N.- 1 & 2
10			Person supplier, Job work reverse charges, Receipts.	B.N.- 1 & 2
11			other definition under sec. 2 .Classification of Goods & service Tax	B.N.- 1 & 2
12			other definition under sec. 2 .Classification of Goods & service Tax	B.N.- 1 & 2
13			other definition under sec. 2 .Classification of Goods & service Tax	B.N.- 1 & 2
14			Practical case in under sec.2	B.N.- 1 & 2
CO: 1				
LO: To provide under section -2 terminology and Knowledge on Goods and Service Tax				
15	2	Concept of supply	Meaning & scope of supply	B.N.- 2

16			Meaning & scope of supply / Tax Liability on composites and mixed supplies	B.N.- 2	
17			Out ward supply & inward supply	B.N.- 2	
18			Change rate in tax	B.N.- 2	
19			Concept of IGST in inter state supply	B.N.- 1 & 2	
20			Concept of IGST in inter Local supply	B.N.- 1 & 2	
21			Concept of IGST in Imports	B.N.- 2	
22		Taxation Mechanism under GST	Meaning Leavy and collection of Tax,.	B.N. .- 2	
23			Leavy of compensation cess	B.N. .- 2	
24			Rates of GST, Exemption & exempt supplies	B.N. .- 2	
25			Practical problem of computation of GST	B.N. .- 2	
26			Practical problem of computation of GST	B.N. .- 1	
27		Registration under GST	Meaning Registration and types of Registration under GST.	B.N. .- 2	
28			Special case of Registration under GST	B.N. .- 2	
29			Not liable for registration compulsory registration	B.N. .- 2	
30			Process for registration, Issue of Registration Number (GSTIN).	B.N. .- 1 & 2	
31			Amendment and cancellation of Registration	B.N. .- 2	
CO: 2 &3					
LO: To provide knowledge about Registration and cancellation of GST & GSTIN					
31		3	exempt goods & Services From GST	Various types of exempt goods under GST,	B.N. .- 2
33				Exempted services in GST	B.N. .- 2
34				Practical problem relating to exempted services	B.N. .- 2
35				Practical problem relating to exempted services	B.N. .- 2
36				Practical problem relating to exempted services	B.N. .- 2
37				Time and place of supply of goods and service.	B.N. .- 2

38			Value of Taxable Supply of Goods Sec. -15C	B.N. .- 2
39			Conditions for determination of transaction Value	B.N. .- 2
40		Determination of Taxable value of GST	Determination of value of Taxable supply.	B.N. .- 2
41			preparation of Tax invoice rules proforma	B.N. .- 2
42			practical problems related to supply of goods by traders	B.N. .- 2
43			practical problems of Taxable supply	B.N. .- 2
CO: 3				
LO: To Introduction the concepts of supply and time, place and preparation of tax invoice				
44			Meaning of Composition levy	B.N. .- 2
45			Scheme of composition levy.	B.N. .- 2
46			Discussion of provision regarding composition levy	B.N. .- 2
47			person eligible to opt composition levy	B.N. .- 2
48		Composition levy	Conditions and Tax rate of composition levy	B.N. .- 2
49			intermation for composition option.	B.N. .- 2
50			restriction for composition	B.N. .- 2
51			rules regarding return composition levy.	B.N. .- 2
52			Reverse charge of Mechanism of composition.	B.N. .- 2
53		Reverse charge of Mechanism	Payment of IGST/CGST on reverse charges	B.N. .- 2
54			Categories of supply of service in RCB	B.N. .- 2
55			Practical problem relating to composition levy.	B.N. .- 2
56		Practical problem	Practical problem relating to composition	B.N. .- 2

57			Practical problem relating to composition levy.	B.N. .- 1 & 2
58			Practical problem relating to composition levy.	B.N. .- 2
59			Practical problem relating to composition levy.	B.N. .- 2
CO: 4				
LO: To provide knowledge about the composition levy & rates of levy				
60		Input tax credit (ITC)	Input tax credit earlier indirect tax regime	B.N. .- 2 & 4
61			ITC under goods & service	B.N. .- 2
62			Eligibilities & condition for taking input tax credit	B.N. .- 2
63			Rules & Provision in input tax credit	B.N. .- 2 & 4
64			procedure for input Tax credit	B.N. .- 2
65			provision regarding Job work.	B.N. .- 2
66			Classification of taxable goods and services	B.N. .- 2
67			practical problem of taxable goods and services at the basis of tax rates	B.N. .- 2 & 3
68			practical problem of taxable goods and services at the basis of tax rates	B.N. .- 2
CO:2& 4				
LO: To help the knowledge of input tax credit and basic tax rates				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr. H.C. Mehrotra , Goods and Service Tax (GST)- Sahitya Bhawan Publication
2. Prof.Shripal Saklecha , Goods and Service Tax (GST)- Satish printing & Publication
3. Mr. S.K. Mishra, Simplified Goods and Service Tax (GST)- Education Publishing
4. Mrs. Anjali Agrawal, Goods and Services Tax (GST): Impact on the Indian Economy- New Century Publications, 2017

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax- Goods & Service Tax			
B.Com. I yr.(Taxation)			
Goal : It enhances the Knowledge of Goods & service Tax and calculation the all indirect tax in reference of GST			
Objective: : Objective of course: To knowledge of students with the Indirect Tax (GST),process , Taxation structure and input credit and composition levy process.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Goods & Service Tax .	% Students having the desirable understanding of Goods & Service Tax .	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Direct Tax System :Income Tax****Session: July-June****Class: B.Com. I Year (Tax Procedure & Practice)**

I: Objective of course: The Objective of this subject is to expose the students to the basic concept of Income Tax Act and help them to apply the provisions and compute Income under various heads.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Introduce the basic Concept of Income Tax and provisions of Direct Tax with regard to IT Act 1961.

CO2: Understand the Determination of Agricultural Income and residential status.

CO3: Understanding of Heads and types of income like House property & Business or Profession.

CO4: Understand the computation of Capital gain & income from other sources.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		2
CO 2		2		2		2		2
CO 3	2	2		2	2	3		2
CO 4	2	2				2	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Tax System – Meaning, Tax features and objects, Direct Taxes in India- General Instructions of Central, Provincial and Local Direct taxes.	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Objectives and importance of Taxation.	B.N. 2
4			Role of Direct Taxes in Indian Economy.	B. N. 2
5			Merits and demerits of Direct taxes.	B.N. 2
6			Merits and demerits of Indirect taxes.	B.N. 2
7			Characteristics of Income Tax.	B.N. 2
8			Merits and demerits of Income Tax.	B.N. 2
9			Local Taxes Imposed by local Bodies.	B.N. 2
10			Income tax Rates for 2018 -19.	B.N. 2
11			Brief History of Income Tax in India.	B.N. 2
CO: 1				
LO: Learn the process and provisions of Direct Tax in India.				
12	2	Characteristics and main features of Income Tax. Contribution of Income Tax in Public Revenue, Important definitions – Previous Year , Assessment Year, Gross Total Income, Total Income	Meaning & concept of Income.	B.N. 1
13			Important features of Income.	B.N. 1
14			Gross Total Income & Total Income & its difference.	B.N. 1
15			Casual Income, Assessment Year, Person & Assesses.	B.N. 1
16			Concept of agriculture income.	B.N. 1
17			Types of agriculture income	B.N. 1

18	,Person, Agriculture Income, Residential Status & Tax Liability, Exempted Income.	Agricultural Income and Tax Liability.	B.N. 1	
19		Practical questions of agriculture income	B.N. 1	
20		Practical questions of agriculture income	B.N. 1	
21		Meaning & rules of residential status	B.N. 1	
22		Practical questions determined residential status	B.N. 1	
23		Determined tax liability according to residential status	B.N. 1	
24		Practical questions of determined tax liability	B.N. 1	
25		Practical questions of determined tax liability.	B.N. 1	
26		Residential status & Tax liability.	B.N. 1	
27		Concept & types of exempted income	B.N. 1	
28		Continue above exempted income	B.N. 1	
29	Types of Exempted Income.	B.N. 1		
CO :2				
LO: Able to understand the Important definitions, Agricultural Income, Residential status and Exempted Income.				
30	3	Computation of taxable Income of Salaried persons. Exempt Items and taxable Income .Computation In Case of Retirement.	Meaning & concept of income from salary	B.N. 1
31			Types of allowances	B.N. 1
32			Types of perquisites	B.N. 1
33			Practical questions of income from salary	B.N. 1
34			Practical questions of income from salary	B.N. 1
35			Practical questions of income from salary	B.N. 1
36			Concept of income from salary (retirement)	B.N. 1

37			Practical questions of income from salary of retired person	B.N. 1
38			Practical questions of income from salary of retired person.	B.N. 1
CO: 3				
LO: Able to understand the procedure of filing IT return of salaried person.				
39	4	Computation of taxable income from house property. Calculation of taxable income from business or profession. Provisions relating to calculation of income on estimated basis of small traders, contractors, Transporters & professionals.	Income from house property	B.N. 1
40			Types of house	B.N. 1
41			Procedure of calculating income from house property	B.N. 1
42			Practical questions of income from house property	B. N. 1
43			Practical questions of income from house property	B. N. 1
44			Practical questions of income from house property	B. N. 1
45			Meaning & concept of income from business & profession	B. N. 1
46			Procedure of calculate income from business & profession	B. N. 1
47			Computation of Income on estimation basis of truck operators (Sec. 44 AE)	B. N. 1
48			Practical Questions.	B. N. 1
CO: 3				
LO: To provide knowledge about calculation of House Property & Income from Business or Profession.				
49	5	Capital gains – Calculation of taxable capital gain/loss on short term and Long term capital assets. Exemption for Capital gains. Computation of	Meaning & types of capital gain	B.N. 3
50			Capital assets & exemptions	B.N. 3
51			Procedure of calculate capital gain	B.N. 3

	Income from Other sources.		
52		Practical questions of income from capital gain	B.N.3
53		Practical questions of income from capital gain	B.N.3
54		Practical questions of income from capital gain	B.N.3
55		Meaning & concepts of income from other sources	B. N. 3
56		Types of income & rules of making gross up	B. N. 3
57		Practical questions of income from other sources	B. N. 3
CO: 4			
LO: Familiarize with the concept of capital gains and income from other sources.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Direct tax system -Income Tax			
B.Com. I Year (Tax)			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure .			
Objective: The Objective of this subject is to expose the students to the basic concept of Income Tax Act and help them to apply the provisions and compute Income under various heads..			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Income Tax	% Students having the desirable understanding of Income Tax	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks Out 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Advance Study of Goods & service Tax****Session: July-June****Class: B.Com. II Yr. (Taxation)****I: Objective of course:** To Familiarize the students with the GST returns, Process and calculation of taxation, refund process in GST**II: Examination:**

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1:To give the students a understanding of the Provision, Returns and authorize in GST law in the country.

CO2:Improving the competitiveness of the Registration and returns original goods and services tax.

CO3:Ensuring the availability of authorizes in GST & their roll.

CO4: the integrated Goods & service Tax Act IGST provisions & its utility.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							3	3
CO 2			3					3
CO 3						3		
CO 4	2	2				3	3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction goods & service tax (GST)	Introduction of GST , Constitutional amendment	B.N.- 2
2			Indirect Tax & constitution under Pre GST regime	B.N.- 2
3			Earlier indirect Taxes Structure	B.N.- 2
4			Shortcoming of the earlier value added taxation	B.N.- 2
5			Transitional Provisions benefits	B.N.- 1 & 2
6			GST s cure for ills of earlier indirect tax regime	B.N.- 1 & 2
7			Concept of GST	B.N.- 2
8			Goods Vs Service	B.N. .- 2
9			Framework of GST as introduced in India	B.N. .- 2
10			GST Common Portal	B.N. .- 2
11			Advantage & Disadvantage of GST	B.N. .- 2
12		Various Provision in GST	Various Provision in GST	B.N. .- 2
13			Revises of various provision regarding goods & service tax (GST)	B.N. .- 2
14			Revises of various provision regarding goods & service tax (GST)	B.N. .- 2
15			Practical revises of various provision regarding goods & service tax (GST)	B.N. .- 2
16			Practical case of revises of various provision regarding goods & service tax (GST)	B.N. .- 2
CO: 1				
LO: To explain the revises various provision in GST				
17	2	Account and Records in GST	Account records & GST process	B.N.- 2
18			GST Payment process	B.N.- 2

19			Calculation the GST payment	B.N.- 2
20			Composition scheme in Input Credit	B.N.- 2
21			Requirement of registration in payment of GST	B.N.- 1 & 2
22			Made the electronic Ledgers in payment of GST	B.N.- 1 & 2
23			Payment through Credit Ledger	B.N.- 2
24			Payment through Cash Ledger	B.N. - 2
25			Process of GST refund	B.N. - 2
26			How to make the refund be claimed	B.N. - 2
27			calculate GST refund	B.N. - 2
28			Uploading the purchase data	B.N.- 2
29			acknowledgment for the refund claimed appears in the form GST RFD-02	B.N.- 2
30			Clarification on the format of Form GST RFD-01	B.N.- 2
31			article deals with the format of Form GST PMT-05	B.N.- 2
32			Check out the forms GST RFD-01, RFD-02, RFD-03 to be filed for claiming of refund, acknowledgment, and examination under GST	B.N.- 1 & 2
33			Find out the important definitions like relevant date, assessment, refund and interest rates for refund under GST	B.N.- 1 & 2
34			Check out the exemptions and refund claims under GST for Tax and ITC	B.N.- 2
35			Practical case in Refund & returns	B.N. - 2
CO: 1 &2				

LO: To provide knowledge about Registration, cancellation & refund of GST & GSTIN				
36	3	Returns details	Returns furnishing details of outwards supplies)	B.N. .- 2
37			Returns furnishing details inward supplies	B.N.- 2
38			Returns in Inwards & outwards supply	B.N.- 2
39			presentations of returns numbers of	B.N.- 2
40			presentations of returns numbers of returns	B.N.- 2
41			returns and various forms ,	B.N.- 1 & 2
42			Formate discussion in various GST forms	B.N.- 1 & 2
43			various forms in GST	B.N.- 2
44			,monthly return (condition of composition) with form no	B.N. .- 2
45			quarterly returns (condition of composition) with different form no	B.N. .- 2
46			Practical problem facing fill the returns	B.N. .- 2
47			ISD returns in GST	B.N. .- 2
48			Annual return in GST	B.N.- 2
49			Case discussion of Returns of GST	B.N.- 2
CO:2				
LO: To Provide practical knowledge regarding return filing				
50	4	Integrated Goods & service Tax Act (IGST)	IGST model for interstate transactions	B.N.- 1 & 2
51			Need of the IGST mechanism	B.N.- 1 & 2
52			Features of the IGST mechanism	B.N.- 2
53			Determination of place of supply (POS) of goods	B.N. .- 2
54			Determination of place of supply (POS) of service	B.N. .- 2

55			Value of supply to stock transfer	B.N. .- 2
56			provisions & Rules Special Provision relating job work	B.N. .- 2
57			Special Provision relating job work	B.N. .- 2
58			process reverse charges mechanism	B.N. .- 2
59			RCM mechanism	B.N. .- 2
CO: 4				
LO: Explain the IGST provisions & its utility				
60			Procedure of assessment GST	B.N. .- 2
61			types of assessment GST	B.N. .- 2
62			administration appointment of assessment GST	B.N. .- 2
63			power provision of supervision of assessment GST	B.N. .- 2
64	5	Procedure of assessment GST	Practical case of return & problem of Power provision	B.N. .- 2
65			inspection appeal Provision of assessment GST	B.N. .- 2
66			inspection appeal Provision of assessment GST	B.N. .- 2
67			Practical case of return & problem of Power provision	B.N. .- 2
68			Practical case of return & problem of Power provision	B.N. .- 2
CO: 3				
LO: To Introduce Various authorizes in GST & their powers.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr. H.C. Mehrotra , Goods and Service Tax (GST)- Sahitya Bhawan Publication
2. Prof.Shripal Saklecha , Goods and Service Tax (GST)- Satish printing & Publication
3. Mr. S.K. Mishra, Simplified Goods and Service Tax (GST)- Education Publishing
4. Mrs. Anjali Agrawal, Goods and Services Tax (GST): Impact on the Indian Economy- New Century Publications

5. Mr. Aditya Singhania ,GST on Financial Services –Taxmann Publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Advance Study of Goods & service Tax			
B.Com. II Yr. (Taxation)			
Goal : It enhances the Knowledge of Goods & service Tax and calculation the all returns in Advance GST			
Objective: To Familiarize the students with the GST returns, Process and calculation of taxation, refund process in GST			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Advance GST.	% Students having the desirable understanding of Advance GST .	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – II Year

I: Objective of course:

cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzfjr gksaxsA u,&u, 'kCnksa ls ifjfr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. ;qok 'kfDr dks oSf'od ekudksa dh dlkSVh ij [kjk dapu ln``k cukuk gksA Kku gh og lk/ku gS] tks ekuo lalk/kuksa dks mnkUu ewY;] izHkko'kkyh O;fDrRo vkSj lkFkZd vfLrRo iznku djus esa l{ke gS A

CO2. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZIr vkRefo'okl o laizs"k.kh;rk dks 'kfDr iznku djus esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkj Hkwr ladYiuk dh Hkwfedk vnk djssxhA

CO3. lkFkZd l{ke tkx:d ukxfjd cudj jk"V^a fuekZ.k dh vn~Hkqr vfuok;Z dM+h cusxsA

CO4. laizs"k.kh;rk ds iz{ksikL= dk lVhd iz;ksx djds og thou ds gj {ks= esa

oakfNr izHkko ,oa lQyrk izklr djsxsaA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V : Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	bdkbZ&I	1½ og rksM+rh iRFkj	ikB~;dze dk ifjp;] dfo ifjp;] dfork esa vk, dfBu 'kCnksa ds vFkZ] dfork dk HkkokFkZA	B.No 1
2		2½ fnekxh xqykeh	ys[kd ifjp;] fuca/k dk lkjak'k] oLrqfu"B	B.No 1
3			y?qk iz'u& mRrjh; rFkk nh?kZ mRrjh; iz'u le>k,xs	B.No 1
4		3½ o.kZ fD;kl	ys[kd ifjp;] o.kZ foU;kl dk vFkZ] o.kZ foU;r ls lacaf/kr oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 2
5			o.kZ le>k,xs	B.No 2
Co:1 dfo] ys[kdksa ls ifjpr gksaxs rFkk O;kdj.k ls lacaf/kr eqyHkwr tkudkj izklr djsaxsA				

6	bdkbZ&II	ukjhRo dk vfHk'kki	ysf[kdk dk ifjp;] fuca/k dk lkjak'k oLrqfu"B] y?qmRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
7		phQ dh nkor	ys[kd ifjp;] dgkuh dk lkjak'k oLrqfu"B	B.No 1
8			y?qk mRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
9		fojke fpUg	fojke fpUg dk vFkZ] egRo] fgUnh ds fojke fpUgksa ds fy, iz;qDr ladsr	B.No 2

Co:1 fgUnh Hkk"kk esa izpfyr fojke fpUgksa dh tkudkj izklr djsaxs rFkk o`) ekrk&firk ds izfr IEeku dh Hkkouk tkx`r gksxh A

fuca/k

10	bdkbZ&III	pyh Qxqugj ckSjs vke	ys[kd ifjp;] fuca/k] esa vk, dfBu 'kCnksa ds vFkZ] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZA	B.No 1
11		bUnz/kuq"k dk jgL;	ys[kd ifjp;] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
12		laf/k	laf/k dk vFkZ] Hksn] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 2

Co: 1]2

LO 4 yksdlHkk ls ifjpr gksxs rFkk oSKkfud 'kCnkoyh ls ifjpr gksxsA

13	bdkbZ&IV	liuksa dh mM+ku	fuca/k esa vk, dfBu 'kCnksa ds vFkZ] fuca/k dk lk] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
14		gekjk lkSj e.My	lkSj e.My esa mifLFkr xzg mixzg] xzfgdk,W ,oa rkjksa dk ifjp; rFkk lacaf/kr y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1

A-4 Presentations

15		izeq[k oSKkfud vkfo"dkj vkSj gekjk thou	izeq[k oSKkfud vkfo"dkjksa rFkk vkfo"dkjd dh tkudkj] lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
16		lekl	lekl dk vFkZ] Hksn] oLrqfu"B] y?qmRrjh; rFkk nh?kZ mRrjh;	B.No 2

			iz'uksa ij fopkj fofue;	
Co:3				
Lo vius liuksa dks lkdkj djus dk iz;Ru djsaxs rFkk l{ke] tkx:d ukxfjd cusaxsA				
17	bdkbZ&V	f'kdkxksO;k[;ku	ys[kd ifjp;] O;k[;ku dk lkj] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
18		/keZ vkSj jk"V ^a okn	ys[kd ifjp;] ys[k dk lkjak'k lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
19		lknxh	ys[kd ifjp;] lkjak'k] lacaf/kr oLrqfu"B] y?qqmRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
VI: Book Reference : uSfrd ewY; vkSj Hkk"kk&e/;izns'k fgUnh xzUFk vdkneh] Hkksiky lkekU; fgUnh&Y;wlsaV				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective.cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Corporate Accounting****Session: July-June****Class: B. Com. II Year (Pass course)**

I: Objective of course: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares, Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Able to understand the accounting procedure of Banking Companies and Insurance Company

CO2: Helps to give an exposure to the Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation

CO3: Gain knowledge about Valuation of Shares and Goodwill & got an idea of Liquidation of Companies

CO4: Able to understand the knowledge of Holding & Subsidiary Company and learned accounting procedure for Amalgamation and Reconstruction.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				1		3
CO 2		2			1			
CO 3		2				2		2
CO 4	3	2		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Final Accounts of Companies (Including calculation of managerial remuneration) Declaration of Dividends, Profit & Loss appropriation account & disposal of profits, calculation of pre & post incorporation profit or loss.	Introduction & meaning of Final Accounts or Annual Accounts of companies.	B.N.1
2			General Instructions for preparation of Balance sheet.	B.N.1
3			General instructions for preparation of Statement of Profit & Loss.	B.N.1
4			Practical Questions of Final Accounts of Companies.	B.N.1
5			Practical Questions of Final Accounts of Companies	B.N.1
6			Remuneration to the Directors and Managing Directors.	B.N.1
7			Determination of net profit for calculating managerial remuneration.	B.N.1
8			Practical Questions of Managerial remuneration.	B.N.1
9			Practical Questions of Managerial remuneration	B.N.1
10			Introduction & meaning of Dividend and divisible profit.	B.N.1
11			Procedure of declaration of Dividend.	B.N.1
12			Practical Questions .	B.N.1
13			Appropriation of profit and loss.	B.N.1
14			Procedure of disposal of profit.	B.N.1
15			Practical Questions.	B.N.1
16			Method of finding out Profit or loss prior to or subsequent to Incorporation.	B.N.1

17		Allocation of Expenses.	B.N.1
18		Practical Questions of Apportionment of profit.	B.N.1
19		Practical Questions based on statement of P&l	B.N.1
20		Practical Questions of Division of profit on monthly average basis.	B.N.1
21		Preparation of Balance Sheet .	B.N.1

Co: 2

Lo: Can able to calculate managerial remuneration & know the difference between capital and revenue profit.

22	2	Valuation of goodwill & shares, Methods of valuation, accounts of public utility companies (Electricity company)	Meaning and definition of Goodwill.	B.N. 4
23			Nature and types of Goodwill.	B.N. 4
24			Factors affecting the value of goodwill.	B.N. 4
25			Average profit method	B.N. 4
26			Practical Questions of Average profit method.	B.N. 4
27			Practical Questions of Average profit method	B.N. 4
28			Calculation of Weighted Average profit method.	B.N. 4
29			Practical Questions .	B.N. 4
30			Super profit method .	B.N. 4
31			Practical Questions of Super profit method.	B.N. 4
32			Practical Questions of Average profit method	B.N. 4
33			Calculation of Capitalisation method.	B.N. 4
34			Practical Questions .	B.N. 4
35			Annuity method for valuation of goodwill.	B.N. 4

36			Practical Questions.	B.N. 4		
37			Meaning and necessity of Valuation of Shares.	B.N. 4		
38			Factors affecting value of shares.	B.N. 4		
39			Net Asset or Asset valuation method .	B.N. 4		
40			Practical Questions.	B.N. 4		
41			Practical Questions.	B.N. 4		
42			Yield or Income Valuation Method.	B.N. 4		
44			Practical Questions	B.N. 4		
45			Calculation of Fair Value Method.	B.N. 4		
46			Practical Questions.	B.N. 4		
47			Practical Questions of Earning Per Share Method.	B.N. 4		
48			Meaning of Public Utility Company & double Account System.	B.N. 4		
49			General Balance Sheet.	B.N. 4		
50			Practical Questions.	B.N. 3		
51			Practical Questions	B.N. 3		
52			Practical Questions.	B.N. 3		
CO: 3						
LO: Knowledge of super profit, capitalization of profit, annuity method.						
53	3	Meaning of Holding & Subsidiary company	Meaning & Formation of Holding Company.	B.N.1		
54			Accounting Standards and Consolidated Financial Statements.	B.N.1		

55		,Preparation of consolidated balance sheet of a holding company with one subsidiary company ,Accounting for liquidation of companies	Preparation of Consolidated Balance Sheet.	B.N.1
56			Calculation of Goodwill / Capital Reserve,Minority Interest.	B.N.1
57			Practical Questions.	B.N.1
58			Practical Questions	B.N.1
59			Practical Questions	B.N.1
60			Modes of Winding –Up.	B.N.1
61			Liquidator’s Statement of account.	B.N.1
62			Practical Questions.	B.N.1
63			Practical Questions.	B.N.1
CO:4				
LO Fundamental knowledge of Holding Companies and their working style.				
64	4	Accounting for merger as par AS 14 ,Internal reconstruction of a company as par Indian accounting standard 14 (Excluding intercompany holdings and external reconstruction scheme)	.Definition and types of Amalgamation.	B.N.1
65			Accounting standard -14 and Amalgamation.	B.N.1
66			Determination of Purchase Consideration.	B.N.1
67			Journal Entries in the books of Transferor Company.	B.N.1
68			Journal Entries in the books of Transferee company.	B.N.1
69			Necessary Ledger Accounts.	B.N.1
70			Practical Questions.	B.N.2
71			Practical Questions.	B.N.2
72			Practical Questions.	B.N.2
73			Practical Questions.	B.N.2
74			Introduction of Internal Reconstruction of Companies.	B.N.1
75			Journal entries related to Internal Reconstruction.	B.N.1

76			Practical Questions.	B.N.1
77			Practical Questions.	B.N.1
CO: 4				
LO: Practical knowledge of merger & reconstruction				
78	5	Accounting of banking companies ,Accounts of Insurance companies with claim settlement	Functions and services of a Modern Bank	B.N.1
79			New form of Profit & Loss Account & Balance sheet.	B.N.1
80			Practical Questions.	B.N.1
81			Practical Questions.	B.N.1
82			Practical Questions.	B.N.1
83			Accounts of Insurance Companies.	
84			Practical Questions.	B.N.1
CO: 1				
LO: Understand the accounting procedure of banking companies and Insurance companies.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Corporate Accounting, Sahitya Bhawan Publication.
2. S.N. Maheshwari, Corporate Accounting, Vikas Publishing house.
3. K.K. Verma, Corporate Accounting, Excel books.
4. Sanjay Mehta, Corporate Accounting, Devi Ahilya Prakashan.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Corporate Accounting
B.Com. II Year (Pass Course)
Goal : Students develop the ability to understand the accounting procedure of Banking Companies and Insurance

Company , Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation ,methods for valuation of goodwill and shares

Objective: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares ,Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Corporate Accounting.	% Students having the desirable understanding of Corporate Accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Cost Accounting****Session: July-June****Class: - B.Com II yr.**

I: Objective of course: to objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the concept and role of cost accounting in the business management of manufacturing and non-manufacturing companies.

CO2: Define the unit costing, Contract, operating & Processing cost and their impact on value creation in the manufacturing and non-manufacturing companies.

CO3: Depth study of cost accounting systems and accumulation procedures and a search into the elements of material, labor and factory overhead costs.

CO4: Marginal costing and used for decision making and performance evaluation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3			2	2	
CO 2				3			2	
CO 3		3				3		
CO 4			1			2	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Cost accounting	Cost Meaning, concept	B.N.-2
2			Classification, Elements of Cost	B.N.-2
3			Nature & Importance of	B.N.-2
4		Material Cost Control	Cost , Material costing.	B.N.-2
5			Methods of Valuation of Material issued.	B.N.-2&1
6			Concept and material control and its techniques	B.N.-2
7			Particle Question of Material Control	B.N.-2
8			Particle Question of Material Control	B.N.-2
9			Particle Question of Material Control	B.N.-2
10			Labour costing	Labour costing Meaning, concept, their techniques	B.N.-2
11		Particle Question of Labour costing		B.N.-2
12		Particle Question of Labour costing		B.N.-2
13		Particle Question of Labour costing		B.N.-2
14		Wage Payment	Wages Payment and their concept	B.N.-2
15			Methods of Wages Payment	B.N.-2
16			Particle Question of Wages Payment	B.N.-2
17			Particle Question of Wages Payment	B.N.-2
18			Particle Question of Wages Payment	B.N.-2
CO: 1 &3				

LO: To express the place and role of cost accounting in the material and material Labour costing manufacturing business

19	2	Unit Costing	Meaning ,objectives of unit or output costing	B.N.-2
20			Methods of determining unit cost	B.N.-2
21			Types of Cost sheet	B.N.-2
22			Preparation of Cost sheet and Practical problem of cost sheet	B.N.-2
23			Practical problem of cost sheet	B.N.-2
24			Practical problem of cost sheet	B.N.-3
25			Practical problem of Absorption overheads rate	B.N.-2
26			Practical problem of cost but no change in past percentage	B.N.-3
27			statement of cost (Including calculation of tender price)	B.N.-3
28			Practical problem of tender price	B.N.-2
29			Practical problem of tender price	B.N.-2
30		Machine hour rate method	Overheads costing meaning and process of of machinery hour rate	B.N.-2
31			Overheads costing (Including calculation of machinery hour rate)	B.N.-2
32			Practical problem of Machine hour rate	B.N.-2
33			Practical problem of Machine hour rate	B.N.-3
34			Practical problem of Machine hour rate	B.N.-1
35			Practical problem of Machine hour rate	B.N.-7

CO: 2

LO: Provide unit costing, cost accounting and overheads costing importance their impact on business

36	3	Contract costing	Contract meaning , features & contract ledgers	B.N.-2
37			Specimen of contract account and Explanation of various shown in debit & credit sides of contract a/c	B.N.-2
38			Practical problem of contract costing	B.N.-2

39			Practical problem of contract costing	B.N.-7
40			Practical problem of Incomplete contract costing	B.N.-2
41			Practical problem of work certification contract costing	B.N.-2
42			Practical problem of cost of work uncertified	B.N.-3
43			Practical problem of contract a/c based on Trial Balance	B.N.-7
44			Practical problem of Accounting standard-7	B.N.-2
45				
46	Job Costing		Procedure of Job costing	B.N.-2
47			Practical problem of Job Costing	B.N.-3
48	Operating Costing		Meaning , scope of operating costing	B.N.-2
48			Transport operating costing & Practical problem of operating costing	B.N.-2
49			Practical problem of power house Operating costing	B.N.-2
50			Practical problem of power house Operating costing	B.N.-3
51			Practical problem of power house Operating costing	B.N.-7
52			Practical problem of hotel Operating costing	B.N.-3
53			Practical problem of hotel Operating costing	B.N.-2
54			Practical problem of Hospital Operating costing	B.N.-2
55			Practical problem of Hospital Operating costing	B.N.-3
56			Practical problem of Hospital Operating costing	B.N.-3

57			Practical problem of Cinema Operating costing	B.N.-2
58			Practical problem of Cinema Operating costing	B.N.-7
59			Practical problem of Cinema Operating costing	B.N.-3
CO: 1 & 3				
LO: To Differentiate methods of Contract, Job costing of production and Operating cost is help in business				
60	5	Process costing	Process costing –meaning & characteristics	B.N.-2
61			Distinction between job costing & process costing	B.N.-2
62			Practical problem of Process costing	B.N.-2
63			Practical problem of Process costing	B.N.-2
64			Practical problem of normal loss having realizable value of scrap	B.N.-3
65			Practical problem of Abnormal wastage Process costing	B.N.-7
66			Practical problem of Abnormal Gain Process costing	B.N.-7
67			Practical problem of Process having opening & closing stocks	B.N.-7
68			Practical problem of Process costing	B.N.-2
69		Reconciliation of Cost	Meaning, objectives ,process of Reconciliation	B.N.-2
70			Practical problems of Reconciliation	B.N.-2
71			Practical problems of Reconciliation statement	B.N.-2
72			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
73			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
CO: 2				
LO: To Interpret the impact of the Process costing & reconciliation of cost & financial Accounts.				
74	5	Marginal Costing	Marginal Costing –meaning & concept, Profit – Volume Ratio,	B.N.-2

75		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
76		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
77		Practical problems of Margin of safety , Application of Break –Even Analysis	B.N.-7
78		Practical problems of Standard costing and various analysis (material and Labour only)	B.N.-7
CO:4			
LO: To provide differentiate methods of calculating marginal costing			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Prof. M.L. Singhai ,Cost Accounting- satish printers & publishers
2. Prof. M.L. Cost Accounting -Agarwal Sahitya Bhawan Publication
3. Jain & Narang Cost Accounting- Kalyani Publication , New Delhi
4. Arora MN, Cost Accounting principles & practices , Vikas New Deihi
5. Maheshwari S.N., Advance problems & solutions in cost accounting – Sultan chand, New Delhi
6. Jain B.K. , Prof. Jain N.C. - Cost Accounting – Ramesh Book Depot, Jaipur
7. Mehta Brahmhatt, Cost Accounting-Devi Ahilya Prakashan , Indore

VII: Notes

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment

Subject: Cost Accounting

B.Com. B.Com II yr.

Goal : to knowledge will be provide students with Cost accounting and their process

Objective: To objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Cost accounting.	% Students having the desirable understanding of Cost accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class : B.Com II Year

I: Objective of course:

The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing or communicating ideas, feelings, experiences and realization. The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it will help students to update and increase their vocabulary and sentence formation pertaining to all walks of life.

CO2. Students will be able to form the sentence grammatically correct by following the rules and concepts of grammar pertaining to tenses, articles, nouns, pronoun, determiners and verbs.

CO3. Students will be able to comprehend and write an essay in a proper structure –Introduction, main body and the conclusion. They will be able to compose different types of formal and informal letters. While writing letter students adopt different strategies so that the letter serves the intended purpose and is not misunderstood.

CO4. Students will be able to achieve the goal of perfect translation by getting proficiency at both the source language and the target language. They differentiate between sense translation and literal translation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			3	2	2	
CO 2		2		2		1		
CO 3			1	2			2	1
CO 4			2				1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	The Poem “Tree” composed by Tina Morris	Explanation of the Poem, Poet by focusing on the imp of preservation and conservation of nature.	B.NO 1
3			Discussion of textual Questions and answers	B.NO 1
4		Night of the Scorpion	Explanation of the poem and poet by highlighting superstitious belief and unconditional love of rural India.	B.NO 1
5			Discussion and explanation of exercises related to the poem	B.NO 1
6		Idgah: Premchand(translated by Khushwant Singh)	Discussion about the author and then explanation of the story by realizing the various aspects of emotions like love, motherhood, care, sacrifice, happiness and kindness between grandson and grandmother	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Letter to God by G.L. Swanteh(translated by Donald A. Yates)	Discussion about the author and then explanation of the story by instilling belief in the significance of faith that develops confidence in students.	B.NO 1
9			Discussion of textual questions and answers	B.NO 1
10		The humorous story “My Bank Account” by Stephen Leacock	Discussion about the author and then explaining the story by exposing of witty article by the most popular	B.NO 1

			mockers and article writer.	
11			Discussion of textual questions and answers	B.NO 1
12		The short story “God Sees the Truth, But Wait” by Leo Tolstoy	Discussion about the author and then explaining the story by enriching students’ spiritual quotient	B.NO 1
13			Discussion of exercises related to the short story	B.NO 1
CO1				
LO 1- The students will gain good amount of knowledge of English language and Literature by studying various prose, poetry and story. They will also comprehend about allusions, references, poets, writers and stories etc.				
14	II	Idioms, proverbs and phrasal verbs	a list of appropriate idioms, proverbs and phrasal verbs	B.NO 2,3
15		Tenses	Rules of Tenses and their uses	B.NO 4
16		Prepositions	The importance of correct usage of Preposition	B.NO 2
17		Determiners and verbs	Types of Determiners	B.NO 3,4
18		Articles	Definite and Indefinite Articles	B.NO 2
CO2				
LO2 Students will get to know nouns, pronouns and their types and learn in detail about the function of verbs and their placement in a sentence. They will be able to gain the knowledge of prepositions and articles and their usages.				
17	III	Short Essays on given topics	Formal and Informal essays , some points in writing essays	B.NO 3
18		Formal Letters	The latest format of the formal letter and practice letter	B.NO 3
19		Informal Letters	The latest format of the informal letter and practice letter	B.NO 3
CO3				
LO3 Students will be able to figure out the relevance and importance of essay writing. They will be understand the characteristic features of an essay and learn about the different stages in the writing of an essay. Students will be able to understand the various elements of business letters. They learn the different layouts of a letter, such as indented layout, semi-block layout and full block layout.				
20	IV	Translation of sentences	Translation of passage English to Hindi and Hindi to English	B.NO 2
21			Some passages are given for translation	B.NO 2
CO4				
LO4 Students will be able to understand that translation is a significant vehicle in cross-cultural, cross-lingual and cross-national civilization. They will be able comprehend written and oral translation.				
23	V	Curriculum- vitae	The format of CV	B.NO 3
24		Design of Resume	The points are given in preparing impressive C.V.	B.NO 3
CO4				
Students will be able to understand the nature and importance of employment communication. They will be able to learn about resume design and describe three acceptable resume styles: chronological, functional and combination. They will be able to know how to write a persuasive resume.				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. II Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing o			
4-5 Marks	3-3.5Marks	2-2.5 Marks	
Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Nee

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Environmental Studies****Session: July-June****Class: II Year**

I: Objective of course: This subject is concerned with the environment pollution, environmental degradation and understands those aspects of human behavior which are more directly related to man's interaction with bio-physical environment.

II: Examination:

The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understand the natural environment as a system and how human enterprise affects that system.

CO2: An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.

CO3: Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco- friendly power sources and political ecology.

CO4: Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2	2							
CO 3			2					
CO 4							2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Study of Environment and Ecology	Definition and importance of Environment	B.No. 1
2			Public Participation	B.No.1
3			Public Awareness	B.No.1
4			Definition of Ecology	B.No.2
5.			Aims and scope of Ecology	B.No.2
6			Evolutionary Development of Ecology	B.No.2
7			Types of Ecology	B.No.2
8			Human ecological Adaptations	B.No.2
9			Future of Ecology	B.No.2
10			Concept of Ecosystem and characteristics	B.No.2
11			Components of ecosystem	B.No.2
12			Types of ecosystem	B.No.2
13			Structure and function of ecosystem	B.No.2
14			Ecological pyramids	B.No.2
15			Major ecosystem of the world	B.No.2
CO: 1				
LO: To understand the concepts of Environment and Ecology.				
16		Environmental Pollution and Population	Meaning and definition of air pollution	B.No. 3
17			Effects of air pollution	B.No.3
18			Measure to control air pollution	B.No.5
19			Meaning and definition of water pollution	B.No.5
20			Sources Causes definition of water pollution	B.No.5

21			Effect of water pollution	B.No.5
22			Measure to control water pollution	B.No.1
23			Meaning and definition of sound pollution	B.No.1
24			Causes / Sources of sound pollution	B.No.1
25			Effect on sound of Noise pollution	B.No.1
26			Measure to control sound of Noise pollution	B.No.1
27			Meaning and definition of thermal pollution	B.No.1
28			Causes / Sources of thermal pollution	B.No.4
29			Effect of thermal pollution	B.No.4
30			Measure to control thermal pollution	B.No.4
31			Meaning and definition of nuclear or radioactive pollution	B.No.3
32			Causes / Sources of nuclear or radioactive pollution	B.No.3
33			Effect of nuclear or radioactive pollution	B.No.3
34			Measure to control nuclear or radioactive pollution	B.No.7
35			Role of an Individual in prevention of pollution	B.No.7
36			Successive pollution growth	B.No.7
37			Disparities b/w countries	B.No.7
38			Population explosion	B.No.7
39			Family welfare programme	B.No.7
40			Environment and human health	B.No.7
41			Cleanliness and disposal of domestic water	B.No.1
CO:2,1				
LO: To develop the knowledge of Environmental Pollution, population and Clean India mission.				
42	3	Natural Resources,	Define natural resources	B.No.8

43		Problems and Conservation	Types of natural resources	B.No.8		
44			Water Resources	B.No.8		
45			Uses of Water resource, Reason for over Utilization of Water	B.No.8		
46			Problem due to over Utilization of Surface and Ground Water	B.No.8		
47			Water Scarcity, Dams- Benefits and Problems	B.No.8		
48			Forest Resources ,Uses of Forest	B.No.8		
49			Forest : Over utilization and Deforestation	B.No.8		
50			Importance of forest Direct and Indirect Advantages of forest	B.No.8		
51			Food Resources, World food Problems	B.No.8		
52			Suggestions for solving world food problem	B.No.8		
53			Energy Resources, Growing Energy Need	B.No.8		
54			Classification of Energy Resource	B.No.8		
55			Land Resource, Kinds of Land	B.No.8		
56			Land Degradation	B.No.8		
57			Soil Erosion, Effect of soil erosion	B.No.8		
58			Soil conservation	B.No.8		
59			Conservation natural resources	B.No.8		
60			Natural resources degradation	B.No.8		
61			Object of resources conservation	B.No.8		
62			Measures of resources conservation	B.No.8		
CO: 3						
LO: To analysis the Problems of Natural Resources and method of its Conservation.						
63	4	Bio-diversity and its Protection	Meaning of biodiversity	B.No.4		
64			Significance of biodiversity	B.No.4		

65		Different rules of biodiversity	B.No.4
66		Measuring biodiversity	B.No.5
67		Distribution of living forms and patterns of biodiversity	B.No.5
68		Biodiversity no spots	B.No.5
69		Importers of biodiversity	B.No.5
70		Biodiversity at different rules	B.No.5
71		Threats of biodiversity	B.No.9
72		Loss of biodiversity	B.No.9
73		Conservation of biodiversity	B.No.9

CO:1

LO: Help to give proper idea of Bio -diversity and its protection.

74		What is Disaster ?Types of Disasters	B.No.6
75		Disaster Management	B.No.6
76		Environment conservation laws	B.No.6
77		Wildlife conservation Coues	B.No.4
78		Power to make rules	B.No.10
79		Issues involved in enforcement of environmental legislation	B.No.10
80		Revision	
81		Revision	
82		PPT Presentation By students	
83		PPT Presentation By students	

CO: 4

LO: To acquaint the students about the Disaster management and Environment conservation laws.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental studies - R. B. Singh
2. Sustainable Human Ecology – H. D. Kumar
3. Environmental Studies – Dr. Ashish Pathak
4. Fundamental of concept in Environment - D.D. Mishra
5. Environmental Studies- Dr. Milind Kothari
6. Essentials of Environmental Studies- Josheph and Kurien
7. Textbook of Environmental Studies – D. K. Asthana
- 8.Environmental Studies – Dr. R. B. Singh, Dr. D. K. Thakur, Dr. A. K. Neema
9. Fundamental of concept in Environmental Studies
10. Environmental Studies –Dr. Anis Siddiqqi, Dr. Rajeev Sharma

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: EVS			
B.Com. 2nd Year			
Goal : The field of environmental science can be divided into three main goals, which are to learn how the natural world works, to understand how we as humans interact with the environment, and also to determine how we affect the environment.			
Objective: Environment education is concerned with those aspects of human behaviour which are more directly related to man's interaction with bio-physical environment and his ability to understand this interaction.			
4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of EVS	% Students having the desirable understanding of EVS	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Procedure & Practice****Session: July-June****Class: B.Com. II year (Tax)**

I: Objective of course: The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of various categories of assesses.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals

CO2: To know the process of determination of tax liability of HUF, Company, Partnership firms and Cooperative Society.

CO3: Able to understand the procedure relating to PAN, prescribed return forms and their furnishing

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2					3	3	3
CO 2	2	3			2	2	2	2
CO 3					2			2
CO 4	2					3		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Outlines of provisions and rules of various heads of income. Set off and carry forward of losses. Clubbing of income. Practical problems relating to computation of GTI.	Introduction of Indian income tax	B.N. 1
2			Meaning, definition & history of income tax	B.N. 1
3			Characteristics of income tax	B.N. 1
4			Basic definitions- income, casual income, assessment year	B.N. 5
5			Basic definitions- previous year, person, assesses & GTI, TI	B.N. 5
6			Provisions and rules of various heads of income.	B.N. 1
7			Provisions and rules of various heads of income.	B.N. 1
8			Meaning & concept of set-off	B.N. 1
9			Rules of losses carry forward	B.N. 1
10			Practical questions of carry forward & set-off losses.	B.N. 1
11			Concept and Provisions of clubbing of income	B.N. 1
12			Practical questions of clubbing of income	B.N. 1
13			Meaning of Gross total income & its procedure	B.N. 1
14			Computation Procedure of GTI in various cases	B.N. 1
15			Practical problems	B.N. 1
16			Practical problems	B.N. 1
17			Practical problems	B.N. 2
18			Practical problems	B.N. 2
CO: 1				
LO: To provide knowledge about types of income and determine the concept of Gross Total income..				

19	2	Deductions under sec.80C to 80U against GTI. Income tax rates applicable for various categories assess. Computation of taxable income and tax liability of individual assesses.	Meaning & types of deductions	B.N. 1
20			Rules regarding deductions	B.N. 1
21			Deductions under sec.80C to 80U	B.N. 1
22			Deductions under sec.80C to 80U	B.N. 1
23			Practical questions of deduction	B.N. 1
24			Practical questions of deduction	B.N. 1
25			Income tax rate applicable for various categories of assesses.	B.N. 1
26			Computation of total income of Individual	B.N. 1
27			Practical problems related to Calculation of TI	B.N. 1
28			Computation of taxable income of Individual	B.N. 1
29			Computation Procedure of taxable income of Individual	B.N. 1
30			Practical problems	B.N. 1
31			Practical problems	B.N. 1
32			Computation of tax liability of individual assesses.	B.N. 1
33			Practical problems.	B.N. 1
CO: 1,2				
LO: Knowledge about various deductions available to an individual assesses and Computation of tax liability.				
34	3	Advance payment of tax, deduction of tax at source. Compulsory obligation to get PAN. Provisions	Meaning & procedure of advance payment of tax	B.N. 2
35			Practical questions of advance payment of tax	B.N. 2
36			Practical questions of advance payment of tax	B.N. 2
37			Meaning & provisions of tax deducted at sources	B.N. 2

38	and rules relating to preparation of Income tax return. Prescribed return forms and furnishing in case of various categories of assesses. E- Form.	Practical questions of TDS	B.N. 2	
39		Provisions relating to furnishing Permanent Account Number (PAN).	B.N. 2	
40		Compulsory obligation to get PAN	B.N. 1	
41		Provisions and rules relating to preparation of Income tax return.	B.N. 1	
42		Prescribed return forms.	B.N. 1	
43		Time for filling return of income.	B.N. 1	
44		Penalty for failure to furnish return of income in time.	B.N. 1	
45		Return of loss, belated return, revised return and defective return.	B.N. 1	
46		Types of assessment.	B.N. 1	
47		Rectification of mistakes.	B.N. 1	
48		E-filing of return.	B.N. 1	
CO: 3,4				
LO: Practical knowledge regarding procedure of getting PAN and furnishing return.				
49	4	Computation of total income and tax liability of HUF, Partnership firm. Provisions, rules and Practical problems.	Assessment of Hindu Undivided Family.	B.N. 1
50			Determination of Residential Status of HUF	B.N. 1
51			Tax rates for HUF & Computation of GTI	B.N. 1
52			Deductions from GTI	B.N. 1
53			Computation of Total Income of HUF	B.N. 1
54			Practical Problems	B.N. 1
55			Practical Problems	B.N. 1
56			Practical Problems	B.N. 1
57			Practical Problems	B.N. 1

58		Assessment of Partnership firms	B.N. 1
59		Computation of Firm's GTI	B.N. 1
60		Deductions from Gross Total Income of Firm	B.N. 1
61		Set Off and carry forward of Firm's losses.	B.N. 1
62		Computation procedure of Book Profit.	B.N. 1
63		Remuneration of partners as per section 40(b)	B.N. 1
64		Practical problems- Remuneration of partners	B.N. 1
65		Practical problems- Remuneration of partners	B.N. 1
66		Practical problems- Assessment of firms	B.N. 1
67		Practical problems	B.N. 1
68		Practical problems	B.N. 1
69		Practical problems	B.N. 1

CO: 2**LO:** Enabling the students to have knowledge to compute Tax liability of HUF and Firms.

70	5	Procedure for computation of total Income of a company. Tax rates applicable on taxable income of company. Provisions regarding dividend tax and minimum alternative tax. Special deductions available to co-	Assessment of companies- Concept.	B.N. 1
71			Classification of companies from view point of Income tax.	B.N. 1
72			Important points regarding assessment of companies.	B.N. 1
73			Computation of company's GTI	B.N. 1
74			Deductions from GTI	B.N. 1
75			Deductions from GTI	B.N. 1

76	operative society under sec. 80P & computation of total income.	Computation of Company’s total income	B.N. 1
77		Practical problems.	B.N. 1
78		Practical problems	B.N. 1
79		Tax liability on company’s total income.	B.N. 1
80		Concept of Minimum Alternative Tax	B.N. 3
81		Determination of MAT Liability.	B.N. 3
82		Assessment of Cooperative Societies.	B.N. 4
83		Computation of GTI of Cooperative society.	B.N. 4
84		Deductions available to cooperative society.	B.N. 4
85		Practical Problems.	B.N. 3
86		Practical problems.	B.N. 3
87		Practical problems.	B.N. 3
CO: 2			
LO: To provide knowledge about assessment procedure of company’s tax liability, MAT and total income of cooperative societies.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Procedure & Practice			
B.Com. II Year (Tax)			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determination of tax liability of HUF, Company, Partnership firms and Cooperative Society and to understand the procedure relating to PAN, prescribed return forms and their furnishing			
Objective: The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of various categories of assesses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Procedure and Practice	% Students having the desirable understanding of Income Tax Procedure and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Management****Session: July-June****Class: B.Com. II year**

I: Objective of course: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify and evaluate social responsibility and ethical issues involved in business situations

CO2: Evaluate leadership styles to anticipate the consequences of each leadership style

CO3: Practice the process of management's functions: planning, organizing, leading, and controlling etc

CO4: Explain the basic control process and monitoring points and describe the different levels and types of control

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2				3				
CO 3		3			3			
CO 4	2	2	3		2			1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Management	Meaning and Definition of Management	B.N.-1
2			Importance of Management	B.N.-1
3			Functions and Principles of Management	B.N.-1
4			Management V/S Administration	B.N.-1
5		Social responsibilities of Management	Development of Managerial Thought in General	B.N.-2
6			Contribution of Taylor in Management	B.N.-2
7			Contribution of Fayol in Management	B.N.-2
8			Management By Exception	B.N.-1
9			Management By Objectives	B.N.1
10			Social responsibility of Management	B.N.-2
11			Meaning, definition and concept of Planning	B.N.-2
CO: 1				
LO: Explained the students about concepts and significance and social responsibility of management.				
12	2	Decision Making	Process and Techniques of Planning	B.N.-2
13			Decision Making Concept	B.N.-2
14			Process of Decision Making	B.N.-1
15			Meaning, definition and concept of organization	B.N.-1
16			Principles of Organization	B.N.-1

17			Significance of Organization	B.N.-2
CO: 2				
LO: Explained forms of planning and Process of Decision Making				
18	3	Motivation	Motivation concept	B.N.-1
19			Theories of Motivation	B.N.-2
20			Theories of Motivation	B.N.-1
21			Importance of motivation	B.N.-1
22		Leadership	Monetary motivation	B.N.-3
23			Monetary motivation	B.N.-3
24			Non-monetary motivation	B.N.-1-
25			Non-monetary motivation	B.N.1
26			Leadership-Meaning, definition and concept	B.N.-2
27			Qualities of a good leader	B.N.-2
28			Difference between leader and manager	B.N.-2
29			Leadership Patterns	B.N.-2
30			Leadership Styles	B.N.-2
31			Leadership theories	B.N.-2
32			Leadership theories	B.N.-2
33			Techniques used in Leadership	B.N.-2
34			Theories of leadership	B.N. -2
35			Theories of leadership	B.N.-2
36			Theories of leadership	B.N.-5

37		Direction	Meaning and definitions of Direction	B.N.-5
38			Characteristics and Importance of Direction	B.N.-5
39			Principles of Direction	B.N.-5
40			Techniques of Direction	B.N.-5
41		Controlling	Definition & Concept of Controlling	B.N.-5
42			Process of controlling	B.N.-4
43			Effective control system and control technique	B.N.-4

CO: 3**LO: Explained different theories of Motivation and leadership**

44	4	Human Resource Management	Meaning and definition of Human Resource Management	B.N.-4
45			Concept of HRM	B.N.-4
46			Objectives of Human Resource Management	B.N.-4
47			Scope of HRM	B.N.-4
48			Importance of HRM	B.N.-1
49			Functions of HRM	B.N.-1
50			Responsibilities of HR Manager	B.N.-1
51			Principles of HRM	B.N.-1
52			Human Resource Management Process	B.N.-1
53			Objectives of Manpower Planning	B.N.-1
54			Role of HRP Professionals	B.N.-4
55			Impact of Technology on Human resource Planning	B.N.-4
56			Barriers to HRP	B.N.-4

CO: 3**LO: Brief introduction of Human Resource Management**

57	5	Man Power Planning	Meaning of Recruitment	B.N.-4
58			Definition of Recruitment	B.N.-4

59		Sources of Recruitment	B.N.-4
60		Methods of Recruitment	B.N.-4
61		E-Recruitment	B.N.-4
62	Training	Meaning of Training	B.N.-4
63		Definition of Training	B.N.-4
64		Process of Development	B.N.-2
65		Process of Development	B.N.-2
66		Meaning and Definition of Training	B.N.-4
67		Training Purpose	B.N.-4
68		Need of Training	B.N.-4
69		Objectives of Training	B.N.-4
70		Objectives of Training	B.N.-5
71		Process of Development	B.N.-5
72		Advantages of Training	B.N.-4
73		Methods of Training	B.N.-4
74		Recent Training Trends	B.N.-4
75	Job Evaluation	Meaning of Job Evaluation	B.N.-5
76		Objectives of Job Evaluation	B.N.-5
77		Techniques of Job Evaluation	B.N.-4

78		Revision	
CO: 4			
LO: Explained them different procedure of Recruitment and Selection			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.R.C.Gupta,Principles of Management,Sahitya Bhawan Publication
2. Dr. S.C. Saxena, Principles of Management,Sahitya Bhawan Publication
3. T.N Chhabra, Principles of Management, Dhanpat Rai & Co.
4. Sridhara Shetty, Human Resource Development, Himalaya Publication
5. K. Aswathappa, Human Resource Development, McGraw Hill Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Management			
B.Com.II Year			
Goal: To develop understanding among students about management and leadership..			
Objective: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Statistics****Session: July-June****Class: B.Com. II year Pass Courses**

I: Objective of course: Objective of course is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: be statistically and numerically literate.

CO2: have statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data.

CO3: be able to independently read statistical literature of various types, including survey articles, scholarly books, and online sources.

CO4: be able independently to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			2			
CO 2	2	2				2	2	
CO 3	3		2			2	2	
CO 4	3				2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Statistics- Meaning and definitions, Significance, Scope and limitations of statistics. Statistical investigation. Process of data collection, Primary and secondary data, Methods of sampling, Preparation of questionnaire, Classification and tabulation of data, preparation of statistical series and its types.	Statistics- Meaning, definition and scope.	B.N.5
2			Significance and limitations of statistics.	B.N.5
3			Planning and types of statistical Investigation.	B.N.5
4			Methods of Investigation.	B.N.5
5			Collection of primary and secondary data.	B.N.5
6			Preparation of Questionnaire.	B.N.5
7			Editing of primary Data.	B.N.5
8			Classification of statistical errors and their sources.	B.N.5
9			Classification and tabulation of data.	B.N.5
10			Kinds of tables, rules of tabulation.	B.N.5
11			Analysis and Interpretation of data.	B.N.5
12			Analysis and Interpretation of data.	B.N.5
13			Frequency distribution and statistical series.	B.N.5
14			Diagrammatical and graphical presentation.	B.N.5
15			Diagrammatical and graphical presentation.	B.N.5
16			Graphs of frequency distribution.	B.N.5
17			Graphs of frequency distribution.	B.N.5
CO: 1,2				
LO: Identifying and classification of data, preparation of series and questionnaire				
18	2	Measurements of central tendency- Mean , Median, Quartile, Mode, Geometric mean	Central tendency- Meaning, objects & limitations.	B.N.2
19			Calculation of Arithmetic mean in different series.	B.N.2
20			Calculation of Arithmetic mean by short cut method.	B.N.2

21		and harmonic mean.	Computation of Median in different series.	B.N.2		
22			Computation of Median in different series.	B.N.2		
23			Mode – meaning and definition.	B.N.2		
24			Computation of mode in individual series.	B.N.2		
25			Grouping method of Mode.	B.N.2		
26			Merits and Demerits of Mode.	B.N.2		
27			Methods of calculating Geometric mean.	B.N.2		
28			Computation of harmonic mean.	B.N.2		
29			Combined mean.	B.N.2		
30			Partition Value – Quartiles	B.N.2		
31			Formulae for Computing quartiles.	B.N.2		
32			Computation of quartiles.	B.N.2		
CO: 1, 4						
LO: Able to calculate measurement of central tendency.						
33	3	Dispersion and skewness. Analysis of time series- Meaning, importance, components, Decomposition of time series, Measurement of long term trends, measurement of cyclical and irregular fluctuations.	Dispersion- meaning and methods of measuring.	B.N.1		
34			Methods of limits: Range, I.Q.R. & percentile range.	B.N.1		
35			Quartile deviation or semi –inter-quartile range.	B.N.1		
36			Mean deviation.	B.N.1		
37			Standard deviation.	B.N.1		
38			Coefficient of Mean deviation & Standard deviation.	B.N.1		
39			Skewness and its measures.	B.N.1		
40			Computation of karl Pearson’s coefficient of skewness.	B.N.1		
41			Computation of Bowley’s coefficient of skewness.	B.N.1		
42			Analysis of time Series.	B.N.1		
43			Secular Trend or Long term trend.	B.N.1		

44			Seasonal Variations.	B.N.1
45			Cyclical variations.	B.N.1
46			Irregular or Random Variations.	B.N.1
47			Practical problems regarding trend analysis.	B.N.1
CO: 4				
LO: Fundamental concepts of dispersion and skewness, measurement of different trends.				
48	4	Correlation- Meaning, Definitions, Types and degree of correlation, methods of correlation, regression analysis- meaning, uses, difference between correlation and regression, linear regression, regression equations, Calculation of coefficient of regression.	Correlation- meaning, importance & types.	B.N.3
49			Degree of coorelation.	B.N.3
50			Methods of determining correlation.	B.N.3
51			Karl Pearson’s method of correlation.	B.N.3
52			Spearman’s Rank difference method.	B.N.3
53			Concurrent deviation method.	B.N.3
54			Probable error.	B.N.3
55			Standard error.	B.N.3
56			Least squares method.	B.N.3
57			Correlation and Regression.	B.N.3
58			Coefficient of correlation with the help of regression coefficients.	B.N.3
59			Coefficient of correlation with the help of regression coefficients.	B.N.3
60			Computation of regression equations.	B.N.3
61			Computation of regression equations.	B.N.3
62			Solving practical problems of regression & correlation.	B.N.4
63			Solving practical problems of regression & correlation.	B.N.4
64			Solving practical problems of regression & correlation.	B.N.4
65			Solving practical problems of regression & correlation.	B.N.4
CO: 3,4				

LO: Able to correlate data and its degree, regression and its types.				
66	5	Index number- Meaning, characteristics, importance and uses. Construction of index numbers- Cost of living index, Fisher's ideal index number. Diagrammatic and Graphic presentation of data.	Index Number- meaning, features & kinds.	B.N.5
67			Importance and utility of index number	B.N.5
68			Construction of Index numbers.	B.N.5
69			Construction of Index numbers	B.N.5
70			Construction of Index numbers	B.N.5
71			Fisher's index number	B.N.5
72			Computation of Index number by different formulae.	B.N.5
73			Consumer price index number.	B.N.5
74			Test of Adequacy of Index formula.	B.N.5
75			Miscellaneous problems regarding index number.	B.N.5
76			Diagrammatic and Graphic presentation of data.	B.N.5
77			Diagrammatic and Graphic presentation of data.	B.N.5
CO: 3,4				
LO: Knowledge about index numbers and their presentation in different ways.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Advanced Statistics, Sahitya Bhawan Publication
2. Oswal, Sahu & Shukla, Principles of Statistics, Ramesh Book depot.
3. S.C. Gupta, Business Statistics, Himalaya Publishing house.
4. R.P. Hooda, Statistics for Business and Economics, MacMillan.
5. S.M. Shuka, Principles of Statistics, Sahitya bhawan Publication.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Statistics			
B.Com. II Year Pass Courses			
Goal: Develop the ability to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc. and able to understand statistical concepts to include probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.			
Objective: Objective of subject is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Statistics.	% Students having the desirable understanding of Business Statistics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jul-Dec****Class: B.Com. Vth Semester****I: Objective of course:** To understand fundamental components of a computer, Input-Output devices and different types of memory.**II: Examination:** The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 A) Use Microsoft Office programs to create personal, academic and business documents.
- CO2 B) Understand the fundamental hardware and s/w components that make up a computer's system and the role of each of these components.
- CO3 C) Information technology (IT) is the use of computers to organize, word processing, store, retrieve, transmit, and manipulate data or information, often in the context of a business or other enterprise.
- CO4 D) Use of various operating systems and Differentiate among various operating systems.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2	3					2		3
CO 3	3			2				2
CO 4	3			2		3		2

Average	3			2.35		2.67		2.5
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	INTRODUCTION TO COMPUTER	Block diagram of computer and its functions. Basic Organization of Computer System	B.N. 1
2			Primary memory RAM	B.N.4
3			ROM and different types of ROMs	
4			Cache Memory and its operations.	B.N4
5			Input-Output Devices.	B.N.2
CO: 2				
LO: Student learned Basic computer block diagram, Input and Output devices and memory.				
6	2	PHERIPHERAL DEVICES	Input Devices	B.N.1
7			Input Devices	B.N.1
8			Output Devices	B.N.2
9			Output Devices	B.N.2
10			Output Devices	B.N.1
11			General introduction of Cards	B.N.2
12			Ports and SMPS	B.N.2
CO: 4				
LO: Student learned basic use				
13	3	STORAGE DEVICES	Magnetic Tape, Cartridge Tape, Data Drives	B.N.2
14			Hard Disk Drives (Internal & External)	B.N.2
15			Disks, CD, VCD	B.N.2
16			CD-R, CD-RW, Zip Drive, DVD, DVD-RW	B.N.2
17			USB Flash Drive, Blue Ray Disc & Memory cards.	B.N.2
CO: 1				
LO: Student learned about secondary storage deices.				

18	4	Operating System	Functions of Operating System Types of Operating System	B.N.2
19			Introduction to Operating System for i-pad & Smartphones.	B.N.2
20			DOS, WINDOWS & LINUX Operating Systems.	B.N.2
21			FAT, File & directory structure and naming rules	B.N.2
22			Internal & External DOS commands.	B.N.2
23			Windows 7 & 8, Features of Windows 8.1, LINUX basics:	B.N.2
CO: 1				
LO: Student learned about various operating syatems ex. DOS and WINDOWS,Unix operating system. Different commands and working on Windows.				
24	5	Text Reading & Editing Software	General information about PDF readers	B.N. 2
25			General information about application packages	B.N. 2
26			Text editing and formatting using Word-2007 & onwards versions	B.N. 2
27			Aligning Text and Paragraph	B.N. 1
28			Page Layout, Paragraph formats, Borders and Shading, Headers and Footers	B.N. 1
CO:3				
LO: Student learned use of various text editors and use of tools into business applications.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, different types of operating systems and memory, Internet, text editors and its uses.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Moral Value and Hindi Language and English

Session: July-Dec

Class: B.Com- V Sem

I:Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

- 1- fdlh ,d /keZ dks ojH;rk u nsdj lHkh /keksZ ds izfr lfg".kqrk dk Hkko j[ksaxsaA vusd /kkfeZd lq/kkjksa ls /keZ ds okLrfod Lo:i dks igpkuus esa ,oa euq"; dh leLr fdz;kvksa ls tksM+us dk iz;kl djsaxsaA
- 2- yksdksfDr;ksa ,oa eqgkojksa dk lgh vFkksZ esa iz;ksx djus dk dkS'ky fodflr gksxkA d[kk vkSj v;/kid ds egRo dks le>dj lEeku dk Hkko tkxsxkA nwjn'kZu i=dkfjrk o nwjn'kZu lekpkj dk mi;ksx thou 'kSyh esa dj ik;saxsaA

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

Moral Value and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO):

CO1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k dk vfuok;Z Kku dks fodflr djsaxsaA

CO2. fo[kFkhZ u dsoy lQy thfodksiktZu djs vfiq lkFkZd l[ke tkx#d ukxfjd cusaA

CO3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions

CO4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination. They will be able to write persuasive resume.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	1	2	
CO 2			1	2		1		
CO 3			1	2			2	1
CO 4		3	2		3		1	2

V: Session Plan: B.Com V Semester

Lo :-lHkh /keksZ ds izfr fo|kfFkZ;ksa ds eu esa lEeku dh Hkkouk tkx`r gksxhA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
	bdkbZ I	uSfrd ewY; fo'o ds izeq[k		
		/keZ ,oa egRoiw.kZ fo'ks"krk,a		
1		fgUnq /keZ	fgUnq /keZ dk vFkZ o mldh fo'ks"krkvksa dks le>k;saxsaA	B.No.01
2		tSu /keZ	tSu /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
3		ckS) /keZ	ckS) /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
4		bZlkbZ /keZ	bZlkbZ /keZ dk vFkZ o bZlkbZ /keZ dh fo'ks"krk,i le>k,xsaA	B.No.01
5		bLyke /keZ	bLyke /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
6		fID[k /keZ	fID[k /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
7			lHkh /keZ ds iz'u mRrj djsaxsaA	B.No.01

Lo :- fo|kFkhZ izd`fr ds izfr tkx:d gksaxs vkSj iqjkud dgkorksa ls ifjfr gksdj mldk mi;ksx djus ds fy, izsfjr gksxsaA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
8		i`Foh dzks/k esa gS	i`Foh dzks/k esa gS ikB dk ifjp; nsdj mldk v;;u djok dj le>k;saxsaA	B.No.I
9			ikB ds oLrqfu"B o y?kq vkSj nh?kZ iz'u mRrj djok;saxsaA	B.No.I

10	bdkbZ II	esjs lg;k=h	ikB dk vFkZ le>kdj iz'u mRrj djok;saxsaA	B.No.I
11		d{kk vkSj v/;kid	ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No.I
12		nwjn'kZu	vrhr vkSj orZeku esa nwjn'kZu dk egRo crk;saxsaA	B.No.I
13		yksdksfDr;jk ,oa eqgkojsa	nwjn'kZu dks egRo crk;sxs yksdksfDr;jk ,oa eqgkojs dk vFkZ o vUrj le>dj djok;saxsaA	B.No.2
Lo : tulapkj ds lHkh ek/;eksa ls ifjfpr gksdj nSfud thou esa bldk mi;ksx djus ds fy, tkx:d gksaxsaA				
14	bdkbZ III	tu lapkj ds ek/;e	fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk vFkZ o egRo dks le>k;saxsaA	B.No.1
15		i=dkfjrk ds fofo/k vk;ke	i=dkfjrk ds fofo/k vk;ke o vFkZ vkSj egRo dks le>k;saxsaA	B.No.1
16			tu lapkj ds ek/;e o i=dkfjrk ds iz'u mRrj djsaxsaA	B.No.1
17		dEl;wVj	dEl;wVj dk vFkZ mldk egRo vkSj gekjs nSfud thou esa mldk egRo le>k;saxsaA	B.No.1
18		jktHkk"kk fgUnh	Hkk"kk dk vFkZ le>kdj jktHkk"kk dk vFkZ o egRo dks le>k,axsaA	B.No.3
19		vuqokn dyk	vuqokn dk vFkZ ifjHkk"kk o mlds izdkjksa dks le>k;saxsaA	B.No.2,3

English

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO:3 The students will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	O Captain ! My Captain!	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		The Last Leaf	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Axe	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Water	Discussion about the author and the topic	B.NO 1

9			Discussion of Question and answer	B.NO 1
CO:4 The students will learn about basic language skills and vocabulary which is very important for proper oral and written communication. They will also learn about the translation.				
LO Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				
14	V	Composition and Paragraph Writing, Translation	The process of paragraph writing.	B.NO.2
15		Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
16		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
17		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3

VI Book References:

Hindi

- 1- Hkk"kk dkS'ky ,oa lapkj lk/ku izdk'ku & e;/izns'k fgUnh xzUFk vdkneh Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku iVuk A
- 3- vfjgUr lkekU; fgUnh vfjgUr lkekU; fgUnh vfjgUr izdk'ku e-iz-A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Moral Value & Language
B.Com. V Sem
Goal: To enhance students' language skills.
Objective: . lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation,

correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Law & Practice****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of individual assesses.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals.

CO2: To know the process of determined residential status.

CO3: Understanding of Heads and types of income.

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		
CO 2								
CO 3						3	3	
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	General Introduction of Indian Income Tax	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Characteristics of income tax	B.N. 2
4		Agriculture Income	Concept of agriculture income	B.N. 2
5			Types of agriculture income	B.N. 2
6			Practical questions of agriculture income	B.N. 2
7			Practical questions of agriculture income	B.N. 2
8		Basic Concepts	Basic definitions- income, casual income, assessment year	B.N. 2
9			Basic definitions- previous year, person, assessee & GTI, TI	B.N. 2
10			Concept & types of exempted income	B.N. 2
11			Continue above exempted income	B.N. 2
12		Residential Status & Tax Laibility	Meaning & rules of residential status	B.N. 2
13			Practical questions of determined residential status	B.N. 2
14			Determined tax liability according to residential status	B.N. 2
15			Practical questions of determined tax liability	B.N. 2
CO: 1,2				
LO: To provide knowledge about types of income and determine the concept of residential status.				
16	2	Income From Salary	Meaning & concept of income from salary	B.N. 1
17			Types of allowances	B.N. 1

18	2	Income From Salary	Types of perquisites	B.N. 1
19			Practical questions of income from salary	B.N. 1
20			Practical questions of income from salary	B.N. 1
21			Practical questions of income from salary	B.N. 1
22			Concept of income from salary (retirement)	B.N. 1
23			Practical questions of income from salary of retired person	B.N. 1
24			Practical questions of income from salary of retired person	B.N. 1
25			Income From House Property	Income from house property	B.N. 1
26		Types of house		B.N. 1
27		Procedure of calculating income from house property		B.N. 1
28		Practical questions of income from house property		B.N. 1
29		Practical questions of income from house property		B.N. 1
30		Practical questions of income from house property		B.N. 1
CO: 1,3				
LO: To enlighten the concept of income from salary & House property.				
31	3	Income From Business and Profession	Meaning & concept of income from business & profession	B.N. 1
32			Procedure of calculate income from business & profession	B.N. 1
33			Formats of income from business & profession, Rates of depreciation & rules	B.N. 1

34	3	Income From Business and Profession	Practical questions of income from business & profession	B.N. 1
35			Practical questions of income from business & profession	B.N. 1
36			Practical questions of income from business & profession	B.N. 1
37		Income From Capital Gains	Meaning & types of capital gain	B.N. 1
38			Capital assets & exemptions	B.N. 1
39			Procedure of calculate capital gain	B.N. 1
40			Practical questions of income from capital gain	B.N. 1
41			Practical questions of income from capital gain	B.N. 1
42			Practical questions of income from capital gain	B.N. 1
43		Income From Other Sources	Meaning & concepts of income from other sources	B.N. 1
44			Types of income & rules of making gross up	B.N. 1
45			Practical questions of income from other sources	B.N. 1
CO: 1,3				
LO: To determine the concept of income from Business & Profession, capital gains and other sources.				
46	4	Set Off and Carry forward of Losses	Meaning & concept of set-off	B.N. 1
47			Rules of losses carry forward	B.N. 1
48			Practical questions of carry forward & set-off losses.	B.N. 1
49		Deduction From GTI	Meaning & types of deductions	B.N. 1
50			Rules regarding deductions	B.N. 1
51			Practical questions of deduction	B.N. 1
52			Practical questions of deduction	B.N. 1
53	4	Clubbing of Income	Concept and Provisions of clubbing of income	B.N. 1
54			Practical questions of clubbing of income	B.N. 1

55	4	Computation of Total Income & Tax Liability of an Individual	Meaning of total income & its procedure	B.N. 1
56			Procedure of tax calculations in various cases	B.N. 1
57			Practical problems	B.N. 1
58			Practical problems	B.N. 1
59			Practical problems	B.N. 1

CO: 1

LO: Enabling the students to have a fair idea on set-off and carry forward of losses, clubbing of income and to determine the concept of assessment of individual.

60	5	Assessment Procedure	Procedure of assessment	B.N. 1
61			Types of assessment, return, pan card & signature	B.N. 1
62		Tax deducted at Sources	Meaning & provisions of tax deducted at sources (TDS)	B.N. 1
63			Practical questions of TDS	B.N. 1
64		Advance Payment of Tax	Meaning & procedure of advance payment of tax	B.N. 1
65			Practical questions of advance payment of tax	B.N. 1
66	5	Income Tax Authorities	Income tax authorities	B.N. 3
67		Appeal, Revision and Penalties	Appeal to the commissioner and appellate tribunal	B.N. 3
68			Appeal to high court & revision by commissioner	B.N. 3
69			Penalties & Prosecutions and its provisions	B.N. 3

CO: 1,4

LO: To provide knowledge about assessment procedure, advance tax, authorities involved and penalties.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Law & Practice			
B.Com. V Semester			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure and representation before appropriate authorities under the law.			
Objective: Able to students understand the various provision of Income Tax Act relating to computation of Income of individual assesses.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Law and Practice	% Students having the desirable understanding of Income Tax Law and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Management Accounting****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities

CO2: Apply and analyze different types of activity-based management tools through the preparation of estimates.

CO3: Analyze cost-volume-profit techniques to determine optimal managerial decisions.

CO4: Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2		2		2
CO 2			3	2				
CO 3	2	2				2		2
CO 4		2	2				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Management accounting and its introduction	Introduction of Subject	B.N. 2
2			Syllabus Discussion	B.N. 2
3			Meaning and definition of Management accounting	B.N. 2
4			Essentials of Management accounting	B.N. 2
5			Scope of Management accounting	B.N. 2
6			Objectives of Management accounting	B.N. 2
7			Functions of management accounting	B.N. 2
8			Difference between Management, Financial and Cost Accounting	B.N. 2
9			Tools and Techniques of management accounting	B.N. 2
10			Need and significance of Management accounting	B.N. 2
11			Role of management accounting in decision making	B.N. 2
CO: 1				
LO: To enlighten the students thought and knowledge on management Accounting.				
12	2	Financial Statements Analysis	Meaning and limitations of financial statement	B.N. 2
13			Objectives and methods of financial statement analysis	B.N. 2
14			Practical problems of Common Size income statement	B.N. 2
15			Practical problems of Common Size Balance Sheet	B.N. 2
16			Practical problems of Comparative Income statement	

17	2		Practical problems of Comparative Balance Sheet	
18		Ratio Analysis	Ratio analysis - Interpretation of the ratio	B.N. 2
19			Guidelines for use of ratios, Importance, limitations	B.N. 2
20			Classification of Ratio	B.N. 2
21			Advantages & Limitations of ratio analysis	B.N. 2
22			Practical problems of Ratio analysis	B.N. 2
23			Practical problems of Ratio analysis	B.N. 2
24			Practical problems of Ratio analysis	B.N. 2
25			Practical problems of Ratio analysis	B.N. 2
CO: 2				
LO: Helps to give proper idea on financial statement analysis in practical point of view.				
26	3	Fund Flow Analysis	Concept and advantages of Fund flow analysis	B.N. 3
27			Limitation and methods of Fund flow analysis	B.N. 3
28			Rules regarding preparation of Fund Flow Statement	B.N. 3
29			Practical problems of Fund Flow analysis	B.N. 3
30			Practical problems of Fund Flow analysis	B.N. 3
31			Practical problems of Fund Flow analysis	B.N. 3
32			Practical problems of Fund Flow analysis	B.N. 3
33			Practical problems of Fund Flow analysis	B.N. 3
34			Practical problems of Fund Flow analysis	B.N. 3
35			Cash Flow Analysis	Concept and advantages of Cash flow analysis	B.N. 3

36	3	Cash Flow Analysis	Limitation and methods of Cash flow analysis	B.N. 3
37			Rules regarding preparation of Cash Flow Statement	B.N. 3
38			Difference between Fund flow and Cash flow statement	B.N. 3
39			Practical problems of Cash Flow analysis	B.N. 3
40			Practical problems of Cash Flow analysis	B.N. 3
41			Practical problems of Cash Flow analysis	B.N. 3
42			Practical problems of Cash Flow analysis	B.N. 3
43			Practical problems of Cash Flow analysis	B.N. 3

CO: 2,4**LO:** To introduce the concept of fund flow and cash flow statement.

44	4	Marginal Costing	Concept and types of Absorption and Marginal costing	B.N. 3
45			Marginal and differential costing as a tool for decision making.	B.N. 3
46			Practical problems of marginal costing	B.N. 3
47			Practical problems of marginal costing	B.N. 3
48			Practical problems of marginal costing	B.N. 3
49		Break Even Analysis	Meaning of Break even analysis. Limitation, assumption and use of break even analysis	B.N. 1
50			Practical problems of break even analysis	B.N. 1
51			Practical problems of break even analysis	B.N. 1
52			Practical problems of break even analysis	B.N. 1

CO: 3**LO:** To develop the know-how and concept of marginal costing with practical problems.

53	5	Budgetary Control	Meaning of Budget and budgetary control	B.N. 1
54			Objectives, merits and limitations of budgetary control	B.N. 1

55	5	Budgetary Control	Types of budget	B.N. 1
56			Practical problems of flexible budget	B.N. 1
57			Practical problems of flexible budget	B.N. 1
58			Practical problems of Cash budget	
59			Practical problems of Cash budget	B.N. 1
60		Management audit & responsibility accounting	Meaning and concept of Management Audit	B.N. 3
61			Procedure of management audit	B.N. 3
62			Concept of Responsibility accounting	B.N. 3
63			Procedure of accountability of responsibility	B.N. 3
64		Management Reports	Meaning and concept of Management reports	B.N. 3
65			Types of reports	B.N. 3
66			Qualities of a good report	B.N. 3
67			Revision	
68			Revision	
69			Revision	

CO: 1,4

LO: To provide knowledge about budget control keeping in mind the scope of the concept and preparation of management report.

Note : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nirmal Jain, Management Accounting, Nakoda Publication, 2009.
2. Dr. K.L. Gupta, Management Accounting, Sahitya Bhawan Publications, 2018.
3. Dr.Sharma, Mehta, Brahmhatt, Management Accounting, Devi Ahilya Publications, 2018.
4. S.P. Gupta, Accountig for managers, Sahitya Bhawan Publication.
5. Dr. JK Agrawal, management accounting, Ramesh Book Depo, 2016.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Management Accounting			
B.Com. V Semester			
Goal : Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities; Apply and analyze different types of activity-based management tools through the preparation of estimates; Analyze cost-volume-profit techniques to determine optimal managerial decisions; Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.			
Objective: The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management account.	% Students having the desirable understanding of Management account.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Service Tax, Entry Tax & Professional Tax****Session: July-Dec****Class: B.Com V Sem.****I: Objective of course:** To make them understand about Service, Professional and Entry Tax with its provisions and computation**II: Examination:**

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):**CO1:**To bring awareness about the kinds of indirect taxes levies by central and state government**CO2:**To acknowledge about the various provisions regarding these indirect taxes**CO3:**To provide conceptual as well as practical knowledge of service, entry & professional taxes**CO4:**To give an overall idea about the indirect tax system for businessman and professionals**IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1**

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	1		2	1	3	3	3
CO 2		2			1	3	3	3
CO 3		2	3			2	2	3
CO 4	1	1				3	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	I	Service Tax	Conceptual knowledge of Indirect Taxation	B.N. 2
2			Introduction to Service Tax and its applicability	B.N. 2
3			Meaning of Service Tax	B.N. 2
4			Important Definitions of related words and Concepts	B.N. 2
5			Nature & Objectives of Service tax	B.N. 2
6			Needs and Scope of Service Tax	B.N. 2
7			Importance of Service Tax	B.N. 2
8			Laws related to Service Tax in India	B.N. 2
9			Basics of Service Tax	B.N. 2
10			List of services excluded from Service tax	B.N. 2
CO: 1 & 3				
LO: Understanding of Service Tax with its basic provisions with definitions in law				
11	II	Computation of Service Tax	List of Services that are taxable	B.N. 2
12			Administration of Service Tax	B.N. 2
13			Introduction to Point of Taxation	B.N. 2
14			Provisions related to Point of Calculations	B.N. 2
15			Practical's related to Point of Calculations	B.N. 2
16			Practical's related to Point of Calculations	B.N. 2
17			Analysis of Taxable Territory	B.N. 2
18			Rules related to Service Tax applicability	B.N. 2
19			Abatements and Exemptions in Service Tax	B.N. 2
20			Main Provision in Service Tax	B.N. 2
21			Rates and Surcharges on various services	B.N. 2
22			Theoretical knowledge of computation of Service Tax	B.N. 2

23			Problems in calculating Service Tax	B.N. 2
24			Practical Problems of Service Tax Calculation	B.N. 2
25			Special Cases in calculating Service tax	B.N. 2
26			Exemption while calculating service Tax	B.N. 2
27			Responsibility analysis of Paying Service Tax	B.N. 2
CO: 2, 3 & 4				
LO: Practical knowledge of dealing service tax and its calculation				
28	III	Authorities and Collection	Administrative set up of Service Tax Collection Authorities	B.N. 1
29			Authorities related to Service Tax Collection	B.N. 1
30			Assessment of Service Tax by Authorities	B.N. 1
31			Computation of Service Tax by Authorities	B.N. 1
32			Service tax collecting authorities	B.N. 1
33			Various rules relating to computation of service tax	B.N. 1
34			Various types of assessment procedure	B.N. 1
35			Penalties	B.N. 1
36			Appellate Bodies	B.N. 1
37			Revision of Service tax	B.N. 1
CO: 1 & 2				
LO: Awareness of legal framework for handling issues related to Service Tax				
38	IV	M.P Entry Tax	Introduction to Entry Tax	B.N. 1
39			Introduction to State Entry Tax	B.N. 1
40			Meaning of Entry Tax	B.N. 1
41			Nature and Scope of Entry Tax	B.N. 1
42			Importance of Entry Tax	B.N. 1
43			Definitions related to Entry Tax	B.N. 1
44			List of goods taxable under Entry Tax	B.N. 1
45			Rates and charges of Entry Tax	B.N. 1
46			List of Goods exempted from Entry	B.N. 1

			Tax	
47			Provisions related to M.P Entry Tax	B.N. 1
48			Calculation of Entry Tax	B.N. 1
49			Practical Problems related to Entry tax	B.N. 1
50			Numerical related to Entry tax	B.N. 1
51			Numerical related to Entry tax	B.N. 1
52			Special numerical related to Entry tax	B.N. 1

CO: 1,3 &4**LO: Theoretical & Practical knowledge with applicability of our State's Entry Tax**

53	V	Professional Tax	Introduction to Professional Tax	B.N. 1
54			Introduction to State Professional Tax	B.N. 1
55			Meaning of Professional Tax	B.N. 1
56			Nature and Scope of Professional Tax	B.N. 1
57			Importance of Professional Tax	B.N. 1
58			Definitions related to Professional Tax	B.N. 1
59			List of Services exempted from Professional Tax	B.N. 1
60			List of people covered under Professional Tax	B.N. 1
61			Rates of Professional Tax levied	B.N. 1
62			Categories o Assesse	B.N. 1
63			Liability of Depositing Professional Tax	B.N. 1
64			Provisions related to Calculation of Professional Tax	B.N. 1
65			Computation of Professional Tax	B.N. 1
66			Numerical related to Professional Tax	B.N. 1
67			Practical problems related to Professional Tax	B.N. 1
68			Special problems in calculating Professional Tax	B.N. 1
69			Administrative framework of collecting Professional Tax	B.N. 1

CO: 3 & 4**LO: Learning of Professional tax with conceptual and practical applicability and related provisions**

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Saklecha&Saklecha; Service Tax, Entry Tax & Professional Tax, Satish Printers & Publishers
2. H.C. Mehrotra; Indirect Tax, SahityaBhawan Publication
3. Ashok Batra; Service Tax, CCH
4. B.S. Khetrapal; Professional Tax Law in MP/CG, Khetrapal Publications
5. R.S. Goyal; Provisions of Entry Tax, Goyal Publications
6. V.S. Datey; Service Tax Ready Reckoner, Taxman Publications

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject:Service Tax, Entry Tax & Professional Tax			
B.Com. V Sem.			
Goal : Bring out an understanding of different Indirect Tax			
Objective: To make them understand about about Service, Professional and Entry Tax with its provisions and computation			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15			

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Auditing**Session: Jan-June****Class: B. Com. VI SEM. (Pass course)**

I: Objective of course: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO 1: Able to understand and familiarize with the principles, procedure and techniques of Auditing.

CO 2 :Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities

CO3: Able to understand the duties and responsibilities of Company Auditor, Auditor's report and Vouching.

CO 4 : Get knowledge about Investigation and able to understand the process of special audit Banking, Insurance, Educational and Non -Profit Institution..

t Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4	2	1						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction ,Meaning & Objectives of auditing ,Types of Audit ,Internal Audit Audit Process, Audit program, ,Audit & Books working papers & evidences ,Preparation before commencing of audit .	Introduction & Origin of Auditing.	B. N. 2
2			Definition & Scope of Auditing.	B. N. 2
3			Book –keeping, Accountancy and Auditing.	B. N. 3
4			Qualities of an Auditor.	B. N. 3
5			Objectives of Auditing.	B. N. 2
6			Types of Audit.	B. N. 1
7			Audit program.	B. N. 1
8			Audit and books.	B. N. 1
9			Errors and types of error.	B. N. 1
10			Advantages of Audit.	B. N. 1
11			Limitations of Audit.	B. N. 2
12			Characteristics of Internal Audit.	B. N. 1
13			Auditor’s duty.	B. N. 1
14			Preparation before Audit.	B. N. 3
15			Advantages and disadvantages of Audit program.	B. N. 3
16			Audit note –book.	B. N. 2
17			Audit Evidence .	B. N. 2
18			Purpose of working paper.	B. N. 2
CO: .1				
LO: Capable to understand objectives , types of Audit & Audit books .				

19	2	Internal Check system-routine checking ,Internal check & test checking ,Internal control & audit procedure .	Meaning of Routine checking.	B.N. 4
20			Advantages and disadvantages of routine checking.	B. N. 4
21			Test checking or selective verification.	B. N. 2
22			Advantages and disadvantages of test checking.	B. N. 2
23			Meaning and introduction of Internal control.	B. N. 1
24			Characteristics and division of internal control.	B. N. 1
25			Basic principles of Internal control.	B. N. 1
26			Meaning of Internal Check.	B. N. 3
27			Objectives of Internal Check.	B. N.2
28			Audit procedure.	B. N. 2

CO:1**LO** : Get knowledge about Internal Check system & Audit procedure .

29	3	Vouching, Verification of assets & liabilities	Meaning & introduction of Vouching	B. N. 1
30			.Vouching of Cash book.	B. N. 1
31			.Vouching of Cash payments.	B. N. 1
32			Vouching of impersonal ledger.	B. N. 1
33			Introduction of Verification of Assets & Liabilities'	B. N. 1
34			Classification of Assets.	B. N. 1
35			Verification of different types of Assets.	B. N. 1
36			Valuation of Stock : Some basic principles.	B. N. 1
37			Work in progress and Auditor's duty.	B. N. 1
38			Verification of liabilities.	B. N. 1
39			Verification of liabilities.	B. N. 1

40			Verification of Loans and Advances..	B. N. 1
41			Bank Overdraft.	B. N. 1
42			Auditor’s duty.	B. N. 1
CO :2				
LO:. Practical knowledge of Vouching, Verification of Assets and liabilities.				
43	4	Company auditors –Qualification & disqualification, Appointment – Removal, remuneration, Rights, Duties & Liabilities.	Qualification of a Company Auditor. & profits v/s divisible profits	B.N.3
44			Disqualification of a Company Auditor.	B.N.3
45			Appointment of Company Auditors.	B.N.3
46			Removal of Auditor.	B.N.3
47			Remuneration and status of an Auditor.	B.N.3
48			Rights /Powers of an Auditor.	B.N.3
49			Duties of an Auditor.	B.N.3
50			Meaning of profit & profits v/s divisible profits.	B.N.3
51			Profits v/s divisible profits.	B.N.3
52			Declaration and payment of dividend.	B.N.3
53			Contents of the Audit Report.	B.N.3
54			Form of Audit Report.	B.N.3
55			Clean or Unqualified Report.	B.N.3
56			Qualified Report.	B.N.3
CO :3				
LO: Get the knowledge of Company Auditors duties responsibilities.& Report.				
57	5	Investigation – Objective ,Difference	Meaning and essentials for Investigation.	B.N.1
58			Process of Investigation.	B.N.1

59	between audit & Investigation ,Process of investigation ,Special audit of banking companies ,Educational ,Non profit institutions & Insurance companies	Scope and types of Investigation.	B.N.1
60		Objects of Investigation.	B.N.1
61		Difference between Audit and Investigation.	B.N.1
62		Audit of Banking Companies.	B.N.1
63		Audit of Educational Institututions.	B.N.1
64		Audit of Non- Profit Organizations’.	B.N.2
65		Audit of General Insurance Companies.	B.N.2
CO :4			
LO : get knowledge about investigation and able to understand the procedure of special audit of banking, insurance, education and non -profit Institution.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. T. R. Sharma . Auditing , Sahitya Bhawan Publications.
2. B.N. Tandon , Principles of Auditing, S. Chand & Company.
3. Auditing , Ramesh Book Depot.
4. Awasthi and Tripathi , Auditing, M.P. Granth Academy.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Auditing
B.Com. VI SEM. (Pass Course)
Goal: Students develop the ability to understand and familiarize with the principles, procedure and techniques of Auditing .Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.
Objective: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Auditing..	% Students having the desirable understanding of Auditing..	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jan-June****Class: B.Com. VI th Semester****I: Objective of course:** To understand fundamental components of a computer, and work on worksheet making power point representation and use of protocol..**II: Examination:** The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 Students gain knowledge in the basic concepts of word processing
- CO2 Build skills to develop basic applications and develop power point .representation
- CO3 Understand and code Event-Driven procedures with protocols
- CO4 Develop a GUI which is capable store and retrieve data from worksheet

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2						2		3
CO 3				3				2
CO 4	2					3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Word processing	Introduction to word processing	B.N. 1
2			Ms word, features saving and operating multi documents	B.N.4
3			Printing document of file	
4			Formatting documents	B.N4
5			Text and paragraph	B.N.2
CO: 2				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
6	2	worksheet	Worksheet basic	B.N.1
7			Creating worksheet heading information	B.N.1
8			Data text	B.N.2
9			Operating and moving around in an existing worksheet	B.N.2
10			Toolbar and meenu	B.N.1
11			Working with formulas	B.N.2
12			Coping with formulas	B.N.2
CO: 4				
LO: Student will learn programming terminology and how to use worksheet.				
13	3	Introduction to power point	Features and various versions	B.N.2
14			Creating presentation	B.N.2
15			Working with sliders	B.N.2
16			Editing and formatting text	B.N.2
17			Find and replace text	B.N.2
CO: 2				
LO: Student will be able to develop an application with power point representation.				

18	4	Power point 2	Footer paragraph formating	B.N.2
19			Printing presentation	B.N.2
20			Interesting object drawing	B.N.2
21			Slider sorter	B.N.2
22			Clipart picture	B.N.2
23			Pick and go wizard	B.N.2
CO: 1				
LO: Student will be able to develop an interactive application by using forms and their various events, methods and procedures.				
24	5	protocol	Evolution protocol	B.N. 2
25			Dialup connectivity	B.N. 2
26			Domain names	B.N. 2
27			Portals emails	B.N. 1
28			Computer virus	B.N. 1
CO:3				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com VIth Semester			
Goal : Students have the ability to understand fundamental components of a computer, making the power point representation and use of protocol.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Custom Duty And M.P. Stamp Duty****Session: Jan-June****Class: B.Com 6th Sem.****I: Objective of course:**

This course is designed to give detailed knowledge about the Custom Duty and M.P. Stamp Duty.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Students will learn to define customs duty (import and export) and M.P. Stamp Duty.

CO2: Give an overview of procedure for import and export.

CO3: Knowledge of methodology of calculation of custom duty.

CO4: To enable the students to understand the types of assets and registration of property.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							3	
CO 2	2	2			3			
CO 3			3			3		
CO 4					2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Custom Duty	Meaning and Features	B. No. 1
2			Merits and Demerits	B. No. 1
3			Brief History of Custom Duty	B. No. 1
4			Important Terms and Definitions	B. No. 1
5			Important Terms and Definitions (Cont.)	B. No. 1
6			Types of Custom Duty	B. No. 1
7			Procedure for computation of Custom Duty	B. No. 1
8			Solving Practical Problem	B. No. 1
9			Solving Practical Problem	B. No. 1
10			Solving Practical Problem	B. No. 1
11			Restrictions on import	B. No. 1
12			Restrictions on export	B. No. 1
CO: 1&2				
LO: Students should able to learn about Custom Duty and Import and Export Restrictions.				
13	2	Determination of Assessable value for customs	Determination of Assessable value for customs	B. No. 2
14			Solving Practical Problem	B. No. 2
15			Solving Practical Problem	B. No. 2
16			Solving Practical Problem	B. No. 2
17			Solving Practical Problem	B. No. 2

18			Solving Practical Problem	B. No. 2
CO:2				
LO: To make students able to calculate Assessable value and custom Duty.				
19	3	Procedure For Import And Export And Clearance	Notified goods	B. No. 3
20			Specified Goods	B. No. 3
21			Free import & Restricted import	B. No. 3
22			Import of cargo	B. No. 3
23			Post Parcels and Stores Import	B. No. 3
24			Provisions Relating to Baggage	B. No. 3
25			Solving Practical Problem	B. No. 3
26			Clearance Procedure	B. No. 3
27			Procedure for import	B. No. 3
28			Procedure for import	B. No. 3
29			Procedure Adopted by the Customs Department	B. No. 3
30			Prohibited Export & Canalised Export	B. No. 3
31			Types of Export	B. No. 3
32			Baggage Export	B. No. 3
33			Export Promotion Schemes	B. No. 3
34			100% Export Oriented Unit	B. No. 3
35			Functions and Powers of Customs Authorities	B. No. 3

36			Appeal to Commissioner	B. No. 3
37			Appeal to High Court	B. No. 3
38			Appeal to Supreme Court	B. No. 3
39			Penalties	B. No. 3
40			Confiscation	B. No. 3

CO: 3

LO: To provide them knowledge about Procedure for import and export, Export promotion schemes and function and powers of customs officers.

41			Types of Assets	B. No. 1
42			Meaning and Types of Immovable Properties	B. No. 1
43			Meaning and Registration of Proloshta	B. No. 1
44	4	Types of assets	Ownership of Apartment	B. No. 1
45			Measurement of Properties	B. No. 1
46			Solving Practical Problem	B. No. 1
47			Title and Procedure to Check Title	B. No. 1

CO: 4

LO: To make students aware about different types of assets and registration, measurement of properties.

48			Registration of properties	B. No. 1
49			Detail Discussion Provisions Relating To Registration	B. No. 1
50	5	Registration of properties	Effects of Registration and non-registration	B. No. 1
51			Registration Authorities	B. No. 1
52			Powers and establishment of registering officers	B. No. 1

53		Meaning and Process of Name transfer after registration	B. No. 1
54		Stamp Duty on Registration	B. No. 1
55		Solving Practical Problem	B. No. 1
56		Solving Practical Problem	B. No. 1
57		Proforma of Documents	B. No. 1
58		Performa of agreement for purchase-sale of property	B. No. 1
59		Performa of registry of property	B. No. 1
60		Guide Line-Meaning and Importance.	B. No. 1
61		Procedure Of Determination Of Guideline,	B. No. 1
62		Procedure Of Determination Of Guideline (Cont.)	B. No. 1
CO: 4			
LO: To give knowledge about registration of property and guideline.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha and C.A. Anit Saklecha; Custom Duty and M.P. Stamp Duty, Satish Printers & Publications.
2. H.C. Mehlotra, Custom Duty and M.P. Stamp Duty, Sahity Bhavan Publications.
3. Custom Duty and M.P. Stamp Duty, Taxmann.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Custom Duty And M.P. Stamp Duty			
B.Com. 6th Sem.			
Goal : To enable the students to understand the customs duty (import and export) and M.P. Stamp Duty, give an overview of procedure for import and export, calculation of custom duty and the types of assets and registration of property.			
Objective: This course is designed to give detailed knowledge about the Custom Duty and M.P. Stamp Duty.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Custom Duty and M.P. Stamp Duty	% Students having the desirable understanding of Custom Duty and M.P. Stamp Duty	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Indirect Tax****Session: Jan-June****Class: B.Com. VI Semester (III Year)**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty & its classification. To Understand the valuation rules under central excise act.

CO2: Make the students familiarizes with the concept of Custom Duty and its provisions. It give more practical knowledge to computation of assessable value & calculation of Custom Duty.

CO3: Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT.

CO4: Make the students familiarizes with the concept of Service Tax and its provisions. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3		1	3	2	1
CO 2		3	3		1	3	2	1
CO 3								
CO 4		2	3		1	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Central Excise Duty	Central Excise Duty : Concept & Important Definitions Goods, excisable goods, manufacturer etc.	B.N.2
2		Registration Procedure in Central Excise	Registration Procedure in Central Excise	B.N.2
3		Classification of Goods	Classification of Goods in Central Excise	B.N.2
4			Methods of valuation of excisable goods	B.N.2
5		Advalorem Duty	Advalorem Duty - Numerical	B.N.2
6			Advalorem Duty - Numerical	B.N.2
7			Advalorem Duty - Numerical	B.N.2
8			Advalorem Duty - Numerical	B.N.2
9			Advalorem Duty - Numerical	B.N.2
10			Advalorem Duty - Numerical	B.N.2
11		MRP Based Valuation	MRP Based Valuation – Numerical	B.N.2
12			MRP Based Valuation – Numerical	B.N.2

CO: 1

LO: To understand the Concept of Central Excise Duty and Determination of Assessable Value under Central Excise and Excise Duty.

13	2	Custom Duty: Introduction custom duty.	Concept & Important Definitions	B.N.2
14		Nature of Customs Duty	Nature of Customs Duty	B.N.2
15		Types of Customs Duty	Types of Customs Duty, Numerical – Customs Duty	B.N.2
16		Prohibition under Customs Duty	Prohibitions on Import & Export	B.N.2
17		Valuation rules, computation of assessable value	Numerical – Customs Duty	B.N.2
18			Numerical – Customs Duty	B.N.2

19		and calculation of	Numerical – Customs Duty	B.N.2
20			Numerical – Customs Duty	B.N.2
21			Numerical – Customs Duty	B.N.2
22			Numerical – Customs Duty	B.N.2

CO: 2

LO: To understand the Concept of Custom Duty and Determination of Assessable Value under Custom Act and Custom Duty.

23	3	Central Sale Tax: Introduction	Introduction of Central Sales tax & its objectives	B.N.2
24		important definitions,	Important terms & definitions, Appropriate State with Example	B.N.2
25		provisions relating to interstate sales.	Provisions of interstate sales against declaration- Form-C,D, F,H,I E-I & EII. & Rates of Central Sales Tax	B.N.2
26		Determination of gross sales and taxable turnover.	Numerical- Rates of CST	B.N.2
27			Numerical- Rates of CST	B.N.2
28			Numerical- Rates of CST	B.N.2
29			Determination of Gross turnover & taxable sales	B.N.2
30			Numerical - CST	B.N.2
31			Numerical - CST	B.N.2
32			Numerical - CST	B.N.2
33			Numerical - CST	B.N.2
34			Numerical - CST	B.N.2
35			Numerical - CST	B.N.2

CO: 3

LO: To understand the Concept of Central Sales tax and Determination of Taxable Turnover under Central Sales tax and Tax payable.

36	4	M.P. VAT: Introduction, important definitions	Definitions & Features of VAT System, Important definition u/s 2	B.N.2
37		Registration and licensing of dealers	Registration of Dealer under VAT, Procedure for Registration Under VAT	B.N.2

38		Impact of to be or Not registered & Forms	B.N.2
39	Tax free goods	Exempted goods from VAT,	B.N.2
40	Assessment procedure, computation of taxable turnover and VAT. Investment Account	Rates of M.P.VAT	B.N.2
41		Taxable turnover under VAT, Numerical	B.N.2
42		Numerical - VAT	B.N.2
43		Numerical - VAT	B.N.2
44		Numerical - VAT	B.N.2
45		Numerical - VAT	B.N.2
46		Numerical - VAT	B.N.2
47		Numerical - VAT	B.N.2
48		Numerical - VAT	B.N.2

CO: 3**LO:** To understand the Concept of M.P. VAT and Determination of Taxable Turnover under M.P. VAT and Tax payable.

49	5	M.P. VAT- Tax payment and recovery of tax.	Filling of returns by Dealer- Sec 18	B.N.2
50			Provisions relating to Assessment under VAT	B.N.2
51			Payment of Tax, Refund of Tax & Recovery of Tax	B.N.2
52		Input tax rebate.	Input Tax rebate & Inventory rebate	B.N.2
53			Numerical - Input Tax rebate & Inventory rebate	B.N.2
54			Numerical - Input Tax rebate & Inventory rebate	B.N.2
55			Numerical - Input Tax rebate & Inventory rebate	B.N.2
56		Authorities: powers and duties.	VAT Authorities – Power of VAT Authorities	B.N.2
57			Duties of VAT Authorities	B.N.2
58		Appeal and	Appeal & Revision procedure under VAT	B.N.2

		revision.	
59		Difficulties in VAT.	Difficulties in implementation of VAT. B.N.2
60		Service Tax: Introduction, objectives	Meaning, Objectives & Scope of Service Tax B.N.1
61			Exemption limit in Service Tax B.N.1
62		Main provisions	Main provisions of Service Tax liability B.N.1
63			Registration & payment B.N.1
64			Numerical - Tax liability under Service Tax B.N.1
65			Numerical - Tax liability under Service Tax B.N.1
66			Service Tax – Assessment procedure B.N.1
67			Service Tax credit B.N.1
68		Assessment procedure and computation of service tax.	Service Tax - provisions relating to interest & penalty B.N.1
69			Valuation of Taxable Services – Rules B.N.1
70			Numerical - Service Tax B.N.1
71			Numerical - Service Tax B.N.1
72			Numerical - Service Tax B.N.1
73			Numerical - Service Tax B.N.1
CO: 3,4			
LO: To understand M.P.VAT Payment & Recovery of Tax, Input Tax Rebate, Authorities. To understand the Concept of and Determination of Taxable Services under Service Tax and Tax payable.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxes, H.C. Mehrotra, SBP, Agra, 2017
2. Indirect Tax, , SPP, Indore, 2018
3. Indirect Taxes Law and Practice, , Texmann, 2012

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax			
B.Com. VI Semester			
<p>Goal : To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty. To Understand the valuation rules under central excise act. Make the students familiarizes with the concept of Custom Duty. It give more practical knowledge to computation of assessable value & calculation of Custom Duty. Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT. Make the students familiarizes with the concept of Service Tax. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.</p>			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Indirect Tax	% Students having the desirable understanding of Indirect Tax.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

Subject : Moral Value And Hindi language and English

Session: Jan-June

Class :B.Com VI Semester

I: Objective of Course :

1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA
2. fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirg lkFkZd] l{ke tkx:d ukxfjd cusA

Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

The faculty member will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 50 marks having theory and have 3 sections A, B and C.

Moral values and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO) :

1. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZlr vkRefo'okl o laizs" k.kh;rk dh 'kfDr iznku djsu esa vk/kkj ikB~;dhe dh lajpuk vR;ar vk/kkjHkwr ladYiuk dh Hkwfedk vnk djsxhA
2. fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk mi;ksx lgh rjhds ls dj ik;saxsaA
3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions.
4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination

IV : Po-Co Mapping : HIGH-3, MEDIUM-2, LOW-I

	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Co 1							1
Co 2				2			
Co 3	1	2					
Co 4		1				2	

V: Session Plan: VI Semester

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
1	bdkbZ I	ikB~;dze ifjp;	ikB~;dze ij ppkZ	
2		lR; ds lkFk esjs iz;ksx	egkRek xak/kh dh vkRedFkk ds ek;/e ls dqN fo'ks"k laLej.kksa ij ppkZ	B.No.01
3.			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-1 First Assignment				
Lo-1, lEiw.kZ ikB~;dze esa ifjpr gksxsaA egkRek xak/kh dh vkRedFkk ds ek;/e ls egkRek xak/kh ds thou ls ifjpr gksxsaA				
4.	bdkbZ II	vkRe fuHkZjrk	vkRefuHkZjrk dk vFkZ j ykHk	B.No.01
5.			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
6		xwyj ds Qwy	xwyj ds Qwy] fuca/k dk lkjak'k] ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
7			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-2 First Assignment				
Lo-- vkRe fuHkZjrk dks thou esa viuk,axsa rFkk izd`fr ls ifjpr gksxsaA				
8	bdkbZ II	e;/izns'k dh yksddyk,Wa	c?ksy[kaM] cqansy[kaM dh yksddykvksa dk ifjp;	
9		ekyoh] fuekM+h yksd dykvksa dk ifjp;		
10			vuqlwfr tu tkfr dh yksddykvksa dk ifjp;] iwjs ikB ds iz'uksa ij ppkZ] ifjpr gksxsaA	B.No.01
Lo-3 e;/izns'k dh yksddykvksa ls ppkZ ifjpr gksxsaA				
11	bdkbZ II	e;/izns'k yksd lkfgR;	yksd lkfgR; dk vFkZ] yksd lkfgR; dk oxhZdj.k	B.No.01
12			c?ksyh] cqnsayh] ekyoh] fuekM+h] yksd lkfgR; dk ifjp;	B.No.01
13		i= ys[ku	izk:i.k] fVli.k] vkns'k] dk ifjp; ifji=] Kkiu, vuqLekjd dk ifjp;	B.No.01
14				B.No.02
15		iwNks u izkr dh ckr vkt	iwNksu izkr dh ckr vkt dk lkjak'k	B.No.01
16			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
17		xsawi cuke xavkc	xsawi cuke xavke] fuca/k dk	B.No.01

18	bdkbZ III		lkjak'k] xsgw] cuke xqyke] fuca/k ds iz'uksa ij ppkZ	B.No.01
19 20		nwjHkk"k vkSj eksckby	nwjHkk"k izfof/k] fodkl] nwjHkk"k vkSj VsyhxzkQ	B.No.01 B.No.01
21	bdkbZ III		eksckbZy dk ifjp:] vuqiz;ksx eksckby ojnku ;k vfHk'kki	B.No.01 B.No.01
22		e;/izns'k dh fp=x.k ewrhZ dyk] ,oa LFkkiR;	e;/izns'k dh fp=dyk] ewrhZdyk] LFkkiR; dyk dk ifjp;	B.No.01 B.No.01
23 24		dyk fgUnh dh 'kCn IEink	ikB ls lacaf/kr iz'uksa ij ppkZ i;kZ;okph] 'kCn;qXe ,oa foykse 'kCnksa ds vFkZ rFkk ikB ls lacaf/kr egRoIw.kZ iz'uksa ij ppkZ	B.No.01 B.No.02 B.No.02
Lo-- nwjHkk"k] eksckby ls ifjpr gksxsA e;/izns'k dh fp=dyk] ewrhZdyk rFkk fgUnh dh 'kCn IEink esa ifjpr gksxsA				

English Session Plan

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO: 3 The student will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text.				
LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	Stopping By Woods on a Snowy Evening	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		Communication Education and Information Technology	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Gif Of Maggi	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Cherry Tree	Discussion about the author and the topic	B.NO 1
9			Discussion of Question and answer	B.NO 1
CO:4				
LO: Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
10		Translation	Translation of passage English to Hindi and Hindi to English	B.NO.2
11		Email-Writing	Format and Importance of Email writing	B.NO 3

12	V	Power Point Presentation	Elements of power point presentation skills and its role in today's scenario	B.NO 2,3
13		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 4,5
14		Sentence Correction	Common Errors will be dealt.	B.NO 3

VI Book References:

Hindi

- 1- uSfrd ewY; vkSj Hkk"kk %& e/;izns'k fgUnh xzaFk vdkneh] Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku] iVuk A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Moral Values and Language			
B.Com.VI Semester			
Goal: To Develop Hindi Language.			
Objective. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo[kFkhZ u dsoy lQy thohdksiktZu djsa vfirQ lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

DEPARTMENT OF COMMERCE, IPS ACADEMY

PROGRAM OUTCOME

B.Com. (Computer Application)

1. This program could provide well tainted professionals for the industries, banking sectors, insurance companies, financing companies, Transport agencies, warehousing etc. to meet the well trained men power requirements. The graduates will get hands on experience in various aspects acquiring skills for marketing manager, selling managers, overall administration abilities of the companies.
2. After completing this course they can become a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary, tax practitioner, teacher, professor, stock agents and get govt. jobs easily.
3. The course offer the number of value based and job oriented courses (Industry visit, summer training) ensures that students are trained can get aware about the present scenario of the world.
4. Create a base to compete and participate and gain leadership positions in organizations at National and International levels
5. Through this course department is putting efforts to nurture entrepreneurial skills and capabilities.
6. To enable the students to play a focal role in the field of E-Commerce by updating their knowledge with the new techniques.
7. To provide the students about computing principles and business practices in software solutions, outsourcing services, public and private sectors
8. Students will be able to demonstrate progressive learning of various tax issues and tax forms related to individuals. Students will be able to demonstrate knowledge in setting up a computerized set of accounting books.

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Mathematics****Session: July-June****Class: B.Com. I year Pass Courses**

I: Objective of course: The objective of this course is to teach the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: have basic knowledge in the areas of business calculus and financial mathematics

CO2: be able to work with simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.

CO3: be able to understand and use equations, formulae, and mathematical expressions and relationships in a variety of contexts

CO4: apply the knowledge in mathematics (matrices, percentage, ratio- proportion, averages) in solving business problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2	2		
CO 2		2			2	2	2	2
CO 3		2		2	2	2		
CO 4	3			2	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Ratio – gaining and Sacrificing Ratio, proportion, Percentage, Commission, Discount and Brokerage	Ratio- Meaning, features and types of ratio.	B.N.4
2			Ratio related to partnership	B.N.4
3			Profit sharing ratio, Sacrificing ratio & Gaining ratio.	B.N.4
4			Ratio Short numerical questions.	B.N.4
5			Ratio- Long numerical questions	B.N.4
6			Ratio- Long numerical questions	B.N.4
7			Ratio- Long numerical questions	B.N.4
8			Proportion- Meaning, rules & kinds.	B.N.4
9			Problems related to Inverse & compound proportion.	B.N.4
10			Problems related to continued & direct proportion	B.N.4
11			Percentage- Rules & numerical.	B.N.1
12			Percentage- Numerical.	B.N.1
13			Percentage- Numerical	B.N.1
14			Commission- Calculation of different types of commission	B.N.1
15			Commission- Practical Problems	B.N.1
16			Commission- Practical Problems	B.N.1
17			Discount & Brokerage- Meaning and different types.	B.N.1
18			Practical problems regarding Discount & brokerage.	B.N.1
19			Practical problems regarding Discount & brokerage.	B.N.1
CO: 1, 4				
LO: Able to solve different problems regarding ratio and percentage.				
20	2	Simultaneous Equations – Meaning,	Simultaneous Equations- Methods of solving equations.	B.N.3
21			Problems relating to Number and Fraction.	B.N.3

22	Characteristics, Types and Calculations. Preparation of invoice.	Problems relating to Age.	B.N.3	
23		Solving Miscellaneous Problems.	B.N.3	
24		Solving Miscellaneous Problems.	B.N.3	
25		Solving Miscellaneous Problems.	B.N.3	
26		Preparation of Invoice- Meaning & advantages.	B.N.3	
27		Objects and methods of preparing Invoice.	B.N.3	
28		Kinds or types of Invoices	B.N.3	
29		Preparation of Invoice- Practical Questions.	B.N.3	
30		Preparation of Invoice- Practical Questions.	B.N.3	
31		Preparation of Invoice- Practical Questions.	B.N.3	
32		Preparation of Invoice- Practical Questions.	B.N.3	
CO: 2,3				
LO: Framing and solving equations, Invoice preparation.				
33	3	Elementary Matrices – Definitions and Calculations, Types of Matrices.	Elementary Matrix- Meaning and Definitions	B.N.4
34			Elementary Matrix- Rules regarding calculations.	B.N.4
35			Types of Matrix.	B.N.4
36			Addition of Matrices.	B.N.4
37			Subtraction of matrices.	B.N.4
38			Multiplication of a matrix – Procedure.	B.N.4
39			Multiplication of a matrix by a Scalar or constant.	B.N.4
40			Solving Numerical questions of Matrix	B.N.4
41			Solving Numerical questions of Matrix	B.N.4
42			Solving Numerical questions of Matrix	B.N.4
43			Word problems regarding Matrices.	B.N.4
44			Word problems regarding Matrices	B.N.4

45			Word problems regarding Matrices	B.N.4
CO: 4				
LO: Conceptual knowledge of Matrices				
46	4	Logarithms and Antilogarithms- Principles and Calculations, Simple and Compound Interest.	Logarithms and their application.	B.N.1
47			Rules of conversion of simple sums into logarithms.	B.N.1
48			Antilogarithm- Method and Rules.	B.N.1
49			Numerical questions of logarithms.	B.N.1
50			Numerical questions of logarithms.	B.N.1
51			Simple Interest- Formulas and Calculation.	B.N.1
52			Simple Interest- Practical Problems.	B.N.1
53			Simple Interest- Practical Problems.	B.N.1
54			Simple Interest- Practical Problems.	B.N.1
55			Compound Interest and Simple interest.	B.N.1
56			Calculation of compound Interest.	B.N.1
57			Calculation of compound Interest - Practical's.	B.N.1
58			Calculation of compound Interest - Practical's.	B.N.1
59			Calculation of compound Interest – Practical's.	B.N.1
60			Calculation of compound Interest - Practical's.	B.N.1
CO: 2				
LO: Able to calculate interest with the help of log table				
61	5	Averages- Simple, Weighted and Statistical Averages, Arithmetic Mean, Harmonic mean, Geometric mean. Profit and loss.	Profit & Loss- Meaning & important Formulae	B.N.5
62			Practical questions related to profit & loss.	B.N.5
63			Practical questions related to profit & loss.	B.N.5
64			Practical questions related to profit & loss.	B.N.5
65			Practical questions related to profit & loss.	B.N.5
66			Calculation of simple averages.	B.N.2

67		Calculation of Weighted averages.	B.N.2
68		Calculation of arithmetic mean.	B.N.2
69		Calculation of harmonic mean	B.N.2
70		Calculation of Geometric mean	B.N.2
CO: 1,4			
LO: Knowledge of statistical averages, finding out profit & loss.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Business mathematics, Sahitya Bhawan Publication.
2. C. Sancheti, Business Math's, S.Chand Publishing House.
3. Ramesh Mangal, Business mathematics, Satish Printers and publishers.
4. Sanjay Mehta, Business Mathematics, Devi Ahilya Prakashan.
5. M. Raghavachari, Mathematics for Management, tata mcgraw hill publishers.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
B.Com. I Year			
Goal: Students develop the ability to work simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.			
Objective: Students gain understanding of the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Mathematics.	% Students having the desirable understanding of Business Mathematics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – I Year

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrA
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpkSa dks ifjfr djKds muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C..

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&lank ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn lank] okD;&lajpuk] i=&ys[ku ,oa Hkko&iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;ksa vkSj fodkl dh fn"kkvksa ls ifjfr gksxsA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo"k;ksa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsA rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsA vkn'kZ ukxfjd o l{ke ekuo gksxkA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
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CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V Session Plan :

Lecture No.	Unit	Topic	Sub Topic	Reference
1	bdkbZ&I	Lora=rk iqdkjrh	Lora=rk iqdkjrh dk vFkZ o 'kCnak'k dk dsUnzh;Hkko le>kdj iz'u dza-1 djok;saxsaA	B.No 1
2		iq"i dh vfHkyk"kk	iq"i dh vfHkyk"kk dk vFkZ o dfo ifjp; 1 o iz'u mRrj A	B.No 1
3		okD; lajpuk vkSj v'kqf);Wak	okD; dh ifjHkk"kk o izdkjksa dks le>kb;sA	B.No 1
4			'kCn le>k,xs	B.No 1
Co:1				
Lo-1- Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxhA 'kghnksa ds fy, eu esa Ja)ktfy dh Hkkouk tkx`r gksxhA okD; 'kq) fy[kuk o mPpkfjr djuk fodflr gksxkA				
5	bdkbZ&II	ued dk njksxk	ued dk njksxk dgkuh le>k,xs o mldk lkjak'k fy[kok;saxsaA	B.No 1
6			iz'u&mRrj djok;saxsaA	B.No 1
7		,d Fks jtkk Hkkst	,d Fks jtkk Hkkst dk vFkZ le>kdj	B.No 1
8			iz'u&mRrj djok;saxsaA	B.No 1
9		i;kZ;okph foykse ,dkFkhZ vusdkFkhZ	i;kZ;okph] foykse ,dkFkhZ] vusdkFkhZ] lRo;qXe] llr;qXe] le>kdj iwNsaxsaA	B.No 3
CO1				
LO:2 u,&u, 'kCnksa ls ifjpr gksxsa rFkk lR; ds ekxZ ij pyus ds fy, izsfjr gksxsaA				
7	bdkbZ&III	Hxxoku cq) yksdra= ,d /keZ gS	Hxxoku cq) ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No 1
8		ugha :drh gS unh	yksdra= ,d /keZ gS dk ifjp; nsdj iz'u mRrj djok;saxsaA	B.No 1

9		iYyou	iYyou dk vFkZ le>kdj iYyou fy[kus dks nsxsaA	B.No 2
10			iYyou fy[kok;saxsaA	B.No 2
Co:3				
LO-3- vfgalk o d:.kk dk Hkko tkx`r gksxk rFkk lcls egRoiw.kZ gS deZ djukA deZ ds fcuk euq"; dHkh Hkh IQy ugha gks ldrk gSA deZ dks ysdj tkx:drk dh Hkkouk fodflr gksxhA				
11	bdkbZ&IV	vQlj	vQlj O;aX; le>kdj mldk ifjp; nsdj iz'u mRrj djok;sxsaA	B.No 1
12		gekjh lakLd`frd ,drk laxzg esa	Hkkjfr; lakLd`frd ,drk laxzg le>kdj mnkgj.k nsdj le>k,xsaA	B.No 1
13			iz'u mRrj djok;saxsaA	B.No 1
14		la{ksi.k ¼ladfyr½	la{ksi.k dk ifjp; nsdj la{ksi.k dk egRo o fy[kus dks nsaxsaA	B.No 2
Co 3				
Lo:3,4 ,drk dh Hkkouk fodflr gksxh vkSj laLd`fr o IH;rk ds fy, eu esa Hkkouk fodflr gksxhA				
15	bdkbZ&V	uSfrd ewY; ifjp; ,oa oxhZdj.k	uSfrd ewY; dk oxhZdj.k] ifjp;] o vFkZ le>k,xsaA	B.No 1
16			iz'u&mRrj djok;sxsaA	B.No 1
17		vkpj.k dh IH;rk varKfu vkSj uSfrd vli nhiks Hko	vkpj.k o O;ogkj dk ifjp; nsdj thou uSfrd thou dk egRo le>k,xsaA	B.No 1
18			uSfrd thou dk egRo le>k,xsaA	B.No 1
19		vli nhiks Hko	vli nhiks Hko% ikB dk vFkZ le>k,xsaA	B.No 1
20			iz'u mRrj djsaxsaA	B.No 1
VI: Book Reference : fgUnh Hkk"kk vkSj uSfrd ewY; , Madhya Pradesh Hindi Granth Academy Bhopal vfjgUr lkekU; fgUnh, Arihant publication Madhya Pradesh. Y;wlsUV tujy fgUnh , Lucent Publication Patna				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective. cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzfLr gksaxsA u,&u, 'kCnksa ls ifjfpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business law****Session: July-June****Class: B. Com. I Year (Pass course)**

I: Objective of course: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify the fundamental legal principles behind contractual agreement.

CO2: Able to understand basic knowledge of the important business legislation along with relevant case law.

CO3: Help to understand the knowledge of the legal environment & principles in which a consumer & business operates.

CO4: Help student to bind maintain legally enforceable relations and conduct business and non- business transactions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				1	2		
CO 2	2	2				2		2
CO 3	3					3		
CO 4			1			3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Indian Contract Act 1872 – Definition, Nature of Contract, Offer & Acceptance, Capacity of parties to Contract, Free Consent and Consideration, Expressly declared Void agreement, Performance of Contract.	Introduction & Meaning of Contract Act 1872	B.N.1
2			Nature & Characteristics of Contract	B.N.1
3			Types Of Contract Essentials of a valid Contract	B.N.2
4			Difference between Agreement & Contract	B.N.2
5			All Contracts are agreements but all agreements are not contract	B.N.1
6			Meaning & characteristics of -proposal or offer.	B. N 2
7			Legal rules as to offer or proposal.	B. N. 3
8			Meaning & legal rules of Valid acceptance.	B.N.3
9			Capacity of Parties to Contract – meaning & competent person.	B. N. 2
10			The rules Governing Judicial Philosophy as to Minors.	B.N.1
11			Persons of unsound mind.	B.N.1
12			Persons Disqualified by Laws.	B.N.1
13			Meaning & definition of Free consent.	B.N.1
14			Meaning & essentials of Coercion.	B.N.3
15			Essentials of Undue Influence.	B.N.3
16			Difference between Coercion & Undue Influence.	B.N.4
17			Elements of Fraud & Silence as Fraud.	B.N.3
18			Ways or Acts of Misrepresentation.	B.N.1
19			Mistake of Law & Mistake of Fact	B.N.1

20			. Meaning & Definitions of Consideration.	B.N.2
21			Contract without consideration is void.	B.N.3
22			Void Agreements – Agreements in Restraint of Trade.	B.N.1
23			Introduction of Performance of contract	B.N.2

CO: 1**LO:** Oldest Act developed Interest and knowledge in basic legal procedure.

24			Modes of Discharge of Contract.	B.N.2
25			Difference between Notation & Alteration.	B.N.2
26			The Doctrine of Frustration.	B.N.3
27			Types of Breach of Contract.	B.N. 1
28			Remedies for Breach of Contract.	B.N.2
29			Meaning & Essential features of contract of Indemnity.	B.N.2
30			Meaning & Kinds of Guarantee.	B.N.1
31			Meaning, definition & essentials of Bailment.	B.N.1
32			Rights & duties of Bailer & Baillie.	B.N.2
33			Meaning & rules of Agency.	B.N.1
34			Agency by Ratification.	B.N.1
35			Relation of Principal & Agent.	B.N. 2
36			Termination of Agency.	B.N.2
37			Meaning & definition of Pledge.	B.N.1
38			Rights and duties of Pledge & Pledger.	B.N.1

CO: 3				
LO: Got basic knowledge of the important business laws along with relevant case laws				
39	3	Negotiable Instrument Act 1881 – Definition , Features ,Promissory note ,Bill of Exchange and Cheques , Holder and Holder in Due Course, Crossing of Cheque, Types of Crossing , Dishonor and Discharge of Negotiable Instrument	Meaning & definition of Negotiable Instrument. .	B.N.2
40			Kinds of Negotiable Instrument.	B.N.2
41			Essentials of Promissory Note.	B.N.4
42			Meaning & essentials of Bill of Exchange.	B.N.4
43			Meaning & essential elements of Cheque.	B.N.3
44			Classification of Negotiable Instrument.	B.N.5
45			Rights & Privileges of Holder in Due Course.	B.N.2
46			Meaning of Crossing of Cheque.	B.N.3
47			Kinds of Crossing of Cheque.	B.N.3
48			Protection to collecting Banker.	B.N.2
49			Provisions regarding Dishonor of Cheque.	B.N.3
50			Meaning of Dishonor of Instruments.	B.N.3
51			Rules as to compensation for dishonor.	B.N.2
52			Modes of discharge.	B.N.3
53			Noting and protest.	B.N.1
CO: 3				
LO: Students can able to use Negotiable Instrument in practical life.				
54	4	Consumer Protection Act 1986- Main	Meaning & definition of Consumer Protection Act 1986.	B.N.3
55			Salient features of Consumer protection act.	B.N.4

56	Provisions, Consumer Disputes, Consumer Disputes Redressal Agencies .MRTP Act – Meaning, scope, Importance and main provisions.	Introduction & procedure of District Forum.	B.N.3
57		Introduction & procedure of National Commission.	B.N.3
58		Introduction & procedure of State Commission.	B.N.3
59		Three –Tier mechanism for promoting consumer rights.	B.N.2
60		Consumer Disputes and redressal agencies.	B.N.2
61		Introduction & objectives of MRTP Act 1969.	B.N.2
62		Extent and commencement of the Act.	B.N.3
63		Non –Applicability of the Act.	B.N.3
64		Main provisions of the Act.	B.N.3

CO: 3**LO:** Learn how to pursue the Consumer rights under Consumer Protection Act .

65	5	Foreign Exchange Management Act 2000 (FEMA) – Objectives and Main Provisions , Introduction to Intellectual Property Right Act – Copyright , Patent and Trademark	Meaning & definition of Foreign Exchange Management Act 2000.	B.N.1
66			Salient features of FEMA.	B.N.2
67			Difference between FERA & FEMA.	B.N.1
68			Meaning & definition of Intellectual property rights.	B.N.3
69			Objectives of IPRs.	B.N.3
70			Enforcement of IPRs.	B.N.3
71			Salient features of The Copyright Act 1957.	B.N.2
72			Assignment of Copyright.	B.N.2
73			Salient features of The Patent Act 1970.	B.N.2
74			Registrar of Patents.	B.N.2
75			Working of Patents.	B.N.2
76			Salient features of Trademark Act 1999	B.N.3

77		Extent & commencement of Trademark.	B.N.3
78		Grounds for refusal of registration of trademark.	B.N.2
CO: 2			
LO: Have knowledge about basic Intellectual property rights.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L. Nolakha, Business Law ,R.B.D.Publications,.
2. G. K. Varshney, Business Law ,Sahitya Bhawan Publications.
3. Anup Vyas , Business Law ,Yashraj Publications.
4. S. N. Maheshwari , Business Law ,Himalaya Publishing house .
5. S. S. Gulshan , Business Law ,Excel Books.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. class test will be based on theoretical and practical aspect of the subject.
3. class performance and discipline will be an important factor for assessing internal marks.
4. the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business law			
B.Com. 1 st Year			
Goal : Students develop the ability to understand the knowledge of the legal environment , principles enforceable relations and conduct business and non- business transactions.			
Objective: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Law.	% Students having the desirable understanding of Business Law.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Business Organization****Session: July-June****Class: B.Com. I year**

I: Objective of course: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To understand the concepts of the business, organization and the various forms of organization.

CO2: To understand the promotion of business and its stages.

CO3: To make them understand the merits and demerits of multinational corporation

CO4: To explain them modern forms of communication like fax, Emails, video conferencing etc

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	3		3	2	1			
CO 3				3				
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Business Organization	Syllabus discussion, meaning of Business and organization	B.N.-1
2			Definition, concept and characteristics of B.O.	B.N.-1
3			Objectives of B.O.	B.N.-1
4			Significance of Business	B.N.-1
5		Social responsibilities of B.O.	Social responsibilities of B.O.	B.N.-2
6			Promotion of business- meaning of promoter	B.N.-2
7			Types and functions of promoter	B.N.-2
8			Functions of Business Promotion	B.N.-1
9			Factors to be considered for setting up business enterprise	B.N.1
10			Stages of Business Promotion	B.N.-2
11			Stages of Business Promotion	B.N.-2
12		Sole Proprietorship	Sole Proprietorship-meaning, characteristics	B.N.-2
13			Advantages of Sole Proprietorship	B.N.-2
14			Disadvantages of Sole Proprietorship	B.N.-1
15			Importance of Sole Proprietorship	B.N.-1
16		Partnership	Partnership Deed-meaning, registration	B.N.-1
17			Rights and duties of partners	B.N.-2
18			Advantages and disadvantages of partnership	B.N.-1

19			Dissolution of partnership firm	B.N.-2
20			Dissolution of partnership firm	B.N.-1
CO: 1 and2				
LO: Explained the students about the various forms of business organizations.				
21	2	Company	Company-meaning, definition	B.N.-3
22			Characteristics of Company	B.N.-3
23			Private Company-meaning, definition	B.N.-1-
24			Characteristics of Private Company	B.N.1
25			Public Company- meaning, definition	B.N.-2
26			Characteristics of Public Company	B.N.-2
27			Advantages and disadvantages of Public Company	B.N.-2
28			Difference between private and public company	B.N.-2
29			Advantages and disadvantages of company	B.N.-2
30		Co-operative organization	Meaning, need, significance	B.N.-2
31			Merits and demerits of Co-operative organization	B.N.-2
32			Public Enterprises Concept, Meaning	B.N.-2
33			Characteristic of Public Enterprises	B.N. -2
34			Objectives and Significance of Public Enterprises	B.N.-2
35			Business size and location	B.N.-5
36			Plant layout and combination of business	B.N.-5
37		MNCs	Meaning and Introduction	B.N.-5
38			Advantages of Multinational Corporations	B.N.-5
39			Disadvantages of Multinational Corporations	B.N.-5
CO: 2 and3				

LO: Explained them the objectives and significance of plant layout and Business Combination.				
40	3	Communication-	Communication-meaning, definition	B.N.-4
41			Objects and nature of business communication	B.N.-4
42			Importance of business communication to management	B.N.-4
43			Elements of communication and feedback	B.N.-4
44			Dimension and direction of communication	B.N.-4
45			advantages and disadvantages of upward and downward communication0	B.N.-4
46		Means of communication	Means of communication-verbal communication	B.N.-4
47		SWOT Analysis	SWOT Analysis-meaning, parts	B.N.-1
48			SWOT Analysis-Use of SWOT analysis	B.N.-1
49			Importance of SWOT analysis	B.N.-1
50			limitations of SWOT analysis	B.N.-1
51		Feed Back & Directions	Importance of feedback in Organization	
52			Process of Feedback	B.N.-1
53			Directions of Communication	B.N.-4
54			Upward communication	B.N.-4
55			Downward Communication	B.N.-4
CO: 3				
LO: Explained the different dimension and direction of communication				
56	4	Non verbal communication	Non verbal communication-meaning ,functions	B.N.-4
57			Body language and Para language	B.N.-4
58			Body language and Para language	B.N.-4
59		Barriers of communication	Barriers of communication- Physical, organizational	B.N.-4

60			Barriers of communication- Psychological & others	B.N.-4
61			Importance of written communication	B.N.-4
62		Business letter	Business letter-meaning, need	B.N.-4
63		Business letter	Kinds of Business Letter	B.N.-2
64			Essentials of an effective Business Letter	B.N.-2
CO: 3				
LO: Described the channel of communication and barriers in communication				
65	5	Modern forms of communication	Modern forms of communication-Fax, email	B.N.-4
66			Video conferencing	B.N.-4
67			International communication for global business	B.N.-4
68			Opportunities of E-commerce	B.N.-4
69			Significance of E-commerce	B.N.-4
CO: 4				
LO: Explained the different Modern Forms of Communication				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Dr. Khushpat S Jain, Business Organisation
- 2 Dr. Milind Kothari, Business Organisation
- 3 S. Chand, business organization and management,
- 4 R. Chand and Co. Business Communication
- 5 P.C. Tulsian Business organization and management

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Organization			
B.Com. Ist Year			
Goal: To develop understanding among students about various forms of Business organization.			
Objective: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. I yr

Session: July-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the role and importance of entrepreneurship for economic development, developing personal creativity.

CO2: To understanding the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures.

CO3: Entrepreneurship and Innovation minors will be able to find problems worth solving. Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.

CO4: Entrepreneurship and Innovation minors will be able to sell themselves and their ideas, find problems worth solving.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	2		
CO 2	1						1	
CO 3		2	3	2	2	1		2
CO 4					3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Definition, Characteristics & Importance of Entrepreneurship	B.N.1
2			Types of Entrepreneur,	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Goal Determination	Motivational factors of Entrepreneur	B.N.2
6			Motivation to achieve target, Establishment of ideas	B.N.2
7			Setting targets & facing Challenges	B.N.1 &2
8			Challenge of Goal setting	B.N. 2
9			Problems of Goal determination	B.N.1
10			Solutions of problem in Goal Determination	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and setting the goal.				
11	2	Project Proposal	Need , Objects of Organisation	B.N-1 &3
12			Steps of project Planning process exploration	B.N -1
13			objectives & importance of Project report	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Nature of Organisation	Form of Business organization in Private & Government sector	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Factors influencing the choice of suitable form of organization	B.N-1 &3
18			Meaning & Characteristics of Sole Proprietorship, Partnership & Cooperative Committees	B.N-1 &3
19		Production Management	Meaning Definition, Characteristics & Importance of Production Management	B.N-3
20			Production Management – Methods of Purchase	B.N-3
21			Methods of purchase for raw material and goods and quality management, employee management	B.N-3
22		Financial Management	Meaning, characteristics of financial planning	B.N-1
23		Marketing, Marketing,	Sales & the art of selling understanding the market & Market Policy	B.N-1
24		Consumer Management	Consumer Management, Time Management, Role of regulatory institutions – District Industry Centre	B.N-1
CO: 1 & 3				
LO: To Provide knowledge of project proposal needs –object in business and their impact on financial & management aspect in enterprise				
25	3	Role of Regulatory institutions	DIC introduction, functions, problems & suggestions for Success of DIC’s.	B.N-1&2
26			Working of pollution control board, Food & drug administration.	B.N-1&2
27			District level organization.	B.N-1-2
28		Role of development	Role of development Organizations – Khadi & Village Commission/Board M.P. Finance Corporation,	B.N-1,3
29			Scheduled Banks, M.P.Women’s Economics Development Corporation Self	B.N-1,3
30		Self Employment oriented schemes	Employment oriented Schemes –Golden jubilee, Urban employment Scheme,	B.N-1,4
31			prime Minister’s Employment Schemes,	B.N-1,4

32			Startup India campaign, Pradhan Mantri Kaushal Vikas Yojana (PMKVY)	
33			Rani Durgawati Swarojgar Yojna (RDSY), Deendayal Swarojgar Yojna (DDSY)	B.N-1,4
34		Various Grant Schemes	Various grant Schemes – Capital & Interest Power subsidy	B.N-1,3

CO: 1 & 3**LO:** To introduced in different financial schema in growth of entrepreneurs.

35			Economics Management –short term sources of finance	B.N-2
36			Function of Bank, Role of Bank in Entrepreneurial Development	B.N-2
37	4	Financial management	Financial Planning & working Capital	B.N-2
38			Keeping of Accounting	B.N-3
39			Users of accounting	B.N-3

CO: 3**LO:** To knowledge of Financial, accounting management and how to arrange of capital in different resources

40			Main problems of Facing by entrepreneur	B.N-1
41			Problem of capital and long term Financial resources	B.N-1
42	5	Problems of Entrepreneur & solutions	Administrative problems,	B.N-1 &2
43			Problem of Power to Entrepreneur	B.N-1
44			Registration Problems	B.N-1
45			Problems of Ownership	B.N-1&3

CO: 4**LO:** Helps to give proper idea in resolving different type of problems in organization

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment Subject : ENTREPRENEURSHIP DEVELOPMENT B.Com. I yr.

Goal : To Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial, Marketing Management, Problems of Entrepreneur & solutions.

4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of entrepreneurship.	% Students having the desirable understanding of entrepreneurship.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5	10		

Department of Commerce, IPS ACADEMY, INDORE**Lesson Plan****Subject: DTP & Multimedia****Session: July-June****Class: BCOM(CA) – I year**

I: Objective of course: To review the basic concept and functional knowledge in the field of computer application
To expose the student to computer application in the field of business.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

- CO1 To acquire the basic concepts and understand the terminology related to desktop publishing, graphics and animation, and multimedia
- CO2 Learn the basics of successful design.
- CO3 Learn the "language" of visual design.
- CO4 Learn to apply basic design concepts to Commercial Design.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			1		2	
CO 2		2			2		3	
CO 3		2			2		3	
CO 4	1	2			2		3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of DTP	Introduction dtp	B.N. 1
2			Importance of dtp,	
3			Advantage of dtp,	B.N.1
4			Dtp software,	
5			And its types	B.N.2
6			commercial dtp package,	
7			commercial dtp package,	
8			Dtp hardware,	
9			And its types,	
10			Define packages	
11			Page layout program,	
12			exercise	
13			introduction to word processing,	
14			Exercise	
15			Difference dtp and word processing	B.N.1
CO: 1				
LO: Student will know the concept of DTP and word Processing.				
16	2	Graphics	Types of graphics	B.N.1
17			Uses of computer graphics,	B.N.1
18			Introduction to graphics program,	B.N.1

19			Font and	B.N.1
20			Types of font,	
21			typefaces,	
22			creation of font(photographer),	
23			Anatomy of typefaces,	
24			printer	B.N.2
25			Scanner	
26			plotter	
CO: 1,2				
LO: Students will be able to Creating, importing, and manipulating graphics. Effective design and layout rules used in publication industry				
27			History and version of page maker	B.N.2
28			Creating a new page document setup dialog box	B.N.2
29			Paper size,page orientation margins	
30			Different method of placing text and graphics in a document	B.N.1
31			Master page	
32			Story editor	
33			Formatting of text,	
34			Indent,heading ,	
35			hyphenation,	
36			Spelling check,	B.N.1
37			creating index,	

Dept Of Commerce INDORE (M.P.)				
38			text wrap	
39			Position(superscript,sub),	B.N.1
40			control palette,	B.N.1
CO: 2,3				
LO: Students will learn the basic concept of PageMaker and Use critical thinking skills to independently design				
41	4	Multi media	History, multimedia element,,	B.N.2
42			Text,image,sound	
43			Animation	
44			Video text	
45			Concept of plain text and formatted text	
46			RTF & HTML text,image	
47			Imp of graphics in multimedia,	B.N.4
48			Image capturing method,	
49			Scanner, digital camera	
50			Sound and its effect in multimedia	
51			Analog and digital sound	
52			Animation basics	
53			Principle & use of animation	
54			Video ,basic of video	
55			Analog and digiatal video	
CO: 3,4				
LO: Students will learn about the Model respect for intellectual property when manipulating, morphing, and editing video, graphics, sound, and text				

56	5	Multimedia & MIDI	Feature of multimedia	B.N. 4
57			Overview of multimedia	B.N. 4
58			Multimedia software tools	
59			Multimedia authoring	
60			Production & presentation	
61			Graphic file format	B.N.5
62			MIDI	
63			MIDI message	
64			Concept	
65			Structure of MIDI	
CO:3,4				
LO: Student will understand to Identify, create, and use available file formats, including text, image, video, and audio files				

VI: Book References:

1. Desktop Publishing on PC by M.C.Sharma
2. Professional in Desktop Publishing by Dinesh maidasani
3. DTP Courses 2/e by Singh & Singh
4. Multimedia, computing, communication & application by Ralf Steinmetz
5. Fundamental of multimedia by Ze-Nian Li
6. Page maker- Manual
7. 'o' level module m3.2 Desktop Publishing & Presentation graphics by V.K. Jain

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Practical Assessment**Subject: DTP & Multimedia****BCOM I year**

Goal: Students develop the ability to understand the relevance of computers in our society, to provide basic knowledge of desktop publishing with application to various fields of graphics and multimedia technology and its role in Business today.

Objective: Students Gain the ability to design the document using page maker tool and multimedia

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about DTP and page maker tool, graphics and multimedia.	% Students having the basic concept of DTP and multimedia.	% Students having understanding about desktop environment.	% Students Need More Efforts for concept of multimedia and graphics.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class: B.Com- I Year

I: Objective of course:

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it's an eye opening for students and society

CO2. Vocabulary building is the foundation of language, collection of words makes right impact on spoken and written language. Vocabulary is a key for successful communication.

CO3. This will help students to understand the rules of English language. Grammar lays the basics and correctness of English language.

CO4. This course enhances the writing skills and develops students to comprehend their writing and reading skills

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3			
CO 2		2						
CO 3			1					
CO 4		1	2	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	Where the Mind is Without Fear	Explanation of the Poem, Poet	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		A Hero	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		Tryst with Destiny	Explain the speech by our First Prime Minister	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Indian Weavers	Explanation of the Poem, Poet.	B.NO 1
9			Discussion of Question and answer	B.NO 1
10		The Portrait of a Lady	Discussion about the author and then explaining the story in detail.	B.NO 1
11			Discussion of Question and answer	B.NO 1
12		The Solitary Reaper	Explanation of the Poem, Poet	B.NO 1
13			Discussion of exercises related to poem	B.NO 1
CO1				
LO 1- The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
14	II	Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
15		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
16		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3
CO2				
LO2 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
17		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 2,3,4

18	III	Tenses	Rules of Tenses and their uses	B.NO 2,4,5
19			Practice of Tenses	B.NO 2,4,5
20		Articles	Proper usage of Articles	B.NO 2,4,5
CO3				
LO3 Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage				
21	IV	Comprehension/ Unseen Passage	Decoding of the symbols and comprehending of the message	B.NO 2
22			Practice of Unseen Passage	B.NO 2,3
CO4				
LO4 Students will enrich the ability to understand the text and Passages.				
23	V	Composition and Paragraph Writing	The process of paragraph writing	B.NO 2
24		Paragraph Writing	Drafting a paragraph	B.NO 2,3
CO4				
LO5 Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. I Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: To enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent Comprehension of Language.	% Students having the desirable comprehension of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Accounting****Session: July-June****Class: B.Com. I Year Pass Courses**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the purpose of double entry system to understanding the accounting system properly. Record journal entries bookkeeping and Prepare ledger accounts using double entry accordingly. Preparation of trial balance, ratification of errors and final accounts.

CO2: To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting.

CO3: To understand the concept of royalty and its benefits. To depute the concept of joint venture and Investment & accounting for it.

CO4: Getting acquainted with the consignment accounts & its usage. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2			3		2
CO 2	1	2				2	2	2
CO 3						1	2	2
CO 4						1	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Double Entry System	Meaning, Definition & Concept of Double Entry System	B.N.2
2		Accounting Concepts & Conventions	Fundamental Principles of Accounting, Concepts & Conventions.	B.N.2
3		Preparation of Journals	Meaning, Features & Formats, Separate & Compound Journal Entries	B.N.1
4			Numerical – Journal Entries	B.N.1
5		Sub division of Journal	Cash Book – Simple & Double Column, Triple Column, Multi Column Cash Book, Petty Cash Book	B.N.1
6			Purchase Book & Sales Book, Purchase Return & Sales Return Book	B.N.1
7			Bills Receivable & Bills Payable Books _ Numerical	B.N.1
8		Preparation of Ledger	Meaning, Format & Methods of Posting	B.N.1
9			Numerical - Ledger	B.N.1
10		Trial Balance	Meaning, Objectives & Methods, Preparation of Trial Balance	B.N.1
11		Final Accounts – with Adjustments	Meaning & Definitions of Final Accounts, Performa – Trading & P&L Account, Balance Sheet	B.N.2
12			Adjustments in Final Accounts, Numerical – Final Accounts	B.N.2
13			Numerical – Final Accounts	B.N.2
14			Numerical – Final Accounts	B.N.2
15			Numerical – Final Accounts	B.N.2
CO: 1				
LO: To understand the Concept & Conventions of Double Entry System and Accounting. To record the basic journal entries, to know how the accounting entries are posted in books & preparation of Trial Balance.				
16	2	Introduction to IAS	Introduction to IAS, Definition & Terminology	B.N.3
17		Detail Study of AS-6	Introduction to AS-6 (Revised) Depreciation Accounting – Terminology, Explanation & Disclosure	B.N.3
18		Detail Study of AS-10	Introduction to AS-10 (Accounting for Fixed Assets)– Definition, Explanation & Disclosure	B.N.3
19		Branch Accounts	Definition & Importance of Branch Accounts, Methods for preparing Branch Accounts	B.N.2
20			Numerical – Branch Accounts	B.N.2
21			Numerical – Branch Accounts	B.N.2
22			Numerical – Branch Accounts, Conversion of Trial	B.N.2

		Balance of Foreign Branch	
23		Numerical – Foreign Branch	B.N.2
24	Departmental Accounts	Meaning, Objectives, Advantages of Departmental Accounts, Departmental Trading & P&L A/c	B.N.2
25		Inter Departmental Transfers – Numerical	B.N.2
26		Departmental Accounts - Numerical	B.N.2
27		Calculation of Closing Stock, Calculation of Unrealized profit on Stock - Numerical	B.N.2

CO: 2

LO: To understand how to Prepare the final accounts and making adjustment. To understand the purpose of Accounting Standards and detail study of AS-6 & AS-10. To understand the types of Branch and methods of Branch accounting and departmental accounting.

28	3	Royalty Accounts	Meaning & Definition of Royalty, Terminology relating to Royalty	B.N.3
29			Journal Entries in the Books of Lessee & Lessor	B.N.3
30			Royalty Accounts - Numerical	B.N.3
31			Royalty Accounts – Numerical	B.N.3
32			Patent Royalty – Journal Entries & Ledger Accounts, Copyright Royalty - Numerical	B.N.3
33		Accounting of Non Profit Making Organization	Meaning, Definition of Nonprofit Organizations, Receipts & Payment A/c and Income & Expenditure A/c. Rules Regarding Conversion.	B.N.1
34			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
35			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
36			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1
37			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1

CO: 3

LO: Able to maintain royalty and Non Profit Organization.

38	4	Joint Venture Accounts	Meaning, Characteristics, Need, Merits & Demerits of Joint venture	B.N.3
39			Numerical - Joint Venture Accounts	B.N.3
40			Numerical - Joint Venture Accounts	B.N.3
41			Numerical - Joint Venture Accounts	B.N.3
42		Consignment	Meaning, Terminology, Characteristics, Need, Merits & Demerits of Consignment.	B.N.3

43			Accounts to be open in the books of Consignor and Consignee.	B.N.3	
44			Numerical – Consignment Accounts	B.N.3	
45			Numerical – Consignment Accounts	B.N.3	
46			Numerical – Consignment Accounts	B.N.3	
47			Numerical – Consignment Accounts	B.N.3	
48			Numerical – Consignment Accounts	B.N.3	
49			Numerical – Consignment Accounts	B.N.3	
50		Investment Account	Meaning of Investment, Types of Interest and Type of Securities	B.N.3	
51			Accounting for Investment Account, Valuation of Closing Investment	B.N.3	
52			Numerical – Investment Accounts	B.N.3	
53			Numerical – Investment Accounts	B.N.3	
54			Numerical – Investment Accounts	B.N.3	
55			Numerical – Investment Accounts	B.N.3	
CO: 3					
LO: Recording entries of joint venture a/c & Able to maintain joint venture a/c, Consignment & Investment a/c.					
56	5	Dissolution of Partnership	Meaning of Dissolution, entries in Dissolved Firm – Numerical	B.N.4	
57			Dissolution of Firm – Numerical	B.N.4	
58			Dissolution of Firm – Numerical	B.N.4	
59			Dissolution of Firm – Numerical	B.N.4	
60			Dissolution of Firm – Numerical	B.N.4	
61			Dissolution of Firm – Numerical	B.N.4	
62		Insolvency of Partner	Meaning of Insolvency, entries in Insolvent firm – Numerical	B.N.4	
63			Garner v/s Murray Rule	B.N.4	
64			Garner v/s Murray Rule – Numerical	B.N.4	
65			Garner v/s Murray Rule – Numerical	B.N.4	
66			Gradual realization of assets & distribution of cash accordingly or Piecemeal or Inter distribution	B.N.4	
67			Proportionate Capital Method - Numerical	B.N.4	
68			Maximum Loss Method - Numerical	B.N.4	
69		Amalgamation of	Meaning of Amalgamation, Entries in the books of Old	B.N.4	

	Partnership Firms	& New Firm	
70		Numerical – Amalgamation of Partnership Firm	B.N.4
71		Numerical – Amalgamation of Partnership Firm	B.N.4
72		Numerical – Amalgamation of Partnership Firm	B.N.4
73		Numerical – Amalgamation of Partnership Firm	B.N.4
74	Conversion of firm to company.	Meaning of Conversion of Partnership Firm into Joint Stock Company, Meaning of Purchase Consideration & Methods	B.N.4
75		Allocation of Purchase Consideration among partner's, Entries in the book of vendor's firm & Purchasing Company	B.N.4
76		Numerical – Conversion of Partnership Firm into Company	B.N.4
77		Numerical – Conversion of Partnership Firm into Company	B.N.4
78		Numerical – Conversion of Partnership Firm into Company	B.N.4
CO: 4			
LO: Easily examine the dissolution of partnership. Easily can prepare the journal entries of amalgamations & Conversion of partnership firm into Joint Stock Company.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Accounting, Sanjay Mehta & Mukesh Brahmabhatt, Devi Ahilya Prakashan, Indore, 2016
2. Financial Accounting, R.C. GUPTA, Prentice-Hall of India Pvt. Ltd, 2009
3. Financial Accounting, S.M. Shukla, SBP, Agra, 2016
4. Financial Accounting, Ramesh Mangal, SPP, Indore, 2016
5. Financial Accounting, S.M. Shukla & S.P. Gupta SBP, Agra, 2008
6. Financial Accounting, S. KR. Paul, New Central Book Agency (P) Ltd, 2006
7. Financial Accounting, Guruprasad Murthy, Himalaya Publishing House, 2010
8. Financial Accounting, Sharda Gangwar, LAP LAMBERT Academic Publishing, 2012
9. Financial Accounting, Govind Singal, RBD, Jaipur, 2012
10. Financial Accounting I MS, ICFAI, 2008
11. Financial Accounting Work Book Vol. I, 2008
12. Financial Accounting Work Book Vol. II, 2010
13. Financial Accounting Principle & Practice, Jawahar Lal, S. Chand Publishing, 2013
14. Financial Accounting Comprehensive Textbook, Ashok Sehgal, Texmann, 2011
15. Fundamentals of Financial Accounting, Ashok Sehgal, Texmann, 2010
16. Financial Accounting A Managerial Emphasis, Ashok Banerjee, EXCEL BOOKS, India, 2005

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Accounting			
B.Com. I Year Pass Courses			
Goal : Explain the purpose of double entry system to understanding the accounting system properly. Preparation of trial balance, ratification of errors and final accounts. To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting. To understand the concept of royalty. To deputize the concept of joint venture and Investment. Getting acquainted with the consignment accounts. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.			
Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam		Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20	Presentation 10		

Department of Commerce, IPS ACADEMY, INDORE

Lesson Plan

Subject: Fundamental of computer and PC-Software

Session: July-June

Class: BCOM- I YEAR (CA)

I: Objective of course: The objective of this course is to review the basic concepts and functional knowledge in the field of computer application and to expose the students to computer application in the field of business

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

- CO1 This course introduces the concepts of computer fundamental & their applications for the efficient use of office technology.
- CO2 Demonstrate the basic technicalities of creating Word documents, Create and design a spreadsheet for general office.
- CO3 Demonstrate the basic technicalities of creating a PowerPoint presentation.
- CO4 Basic knowledge of MIS and Internet.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3							
CO 2		2	2			2	1	
CO 3	2	3	3			3	3	3
CO 4	3	3	3	3	3	3	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	MS-Introduction to computer system	Block diagram, components of compter	B.N.1
2			Input devices, Output devices	B.N.1
3			CPU ,memory	B.N.1
4			Types of software	B.N.1
5			Operating system	B.N.1
6			Utility programs	B.N.1
7			Programming languages	B.N.1
8			Compiler, Interpreter, Assembler	B.N.1
CO: 1				
LO: Students will be able to learn computer fundamentals and types of software and programming languages.				
9	2	Operating system	Definition, functions of OS	B.N.7
10			Types of OS	B.N.7
11			Elementary idea of various common OS	B.N.7
12		MS-Windows	Introduction and features, desktop, taskbar	B.N.7
13			Files and folders, start menu operations	B.N.7
14			My computer, network neighborhood, recycle bin	B.N.7
15			Windows explorer , creating, copying, moving, deleting files	B.N.7
16			Setting wall paper, changing mouse pointer	B.N.7
17			Notepad, paint	B.N.7
CO: 2				
LO: Students will be able to learn operating system and its types				
18	3	Introduction To MS-Word	Advantage of word processing, creating, saving and editing a document	B.N.6
19			Selecting, deleting, replacing text copy text to	B.N.6

			another file	
20			Insert, formatting text and paragraph, using font	B.N.6
21			Dialog box, paragraph formatting using bullets and numbers	B.N.6
22			Use of smart art, spelling checking, line spacing	B.N.6
24			Margins, space before and after paragraph ribbon	B.N.6
25			Mail merge	B.N.6
26		Introduction To MS- Excel	Entering information, formula	B.N.6
27			Inserting and deleting rows and columns	B.N.6
28			Excel function	B.N.6
29			Validation, chart creation	B.N.6
30			Goal Seek, Scenario	B.N.6
31		MS-Power point	Creating, Manipulating & Enhancing Slides,	B.N.6
32			Organizational Charts, Excel Charts,	B.N.6
33			Word Art, Layering Art Objects	B.N.6
34			Animations And Sounds,	B.N.6
35			Inserting Animated Pictures	B.N.6
36			Accessing Through Object,	B.N.6
37			Inserting Recorded Sound Effect Or In-Built Sound Effect	B.N.6

CO:3

LO: Students will be able to learn office automation using MS-word, spread sheet creation using MS- excel, create power point presentation

38	4	Decision Support System	Importance, limitation, characteristics of DSS	B.N.8
39			Decision Support and structure of Decision making	B.N.8
40			Decision Support and repetitiveness of Decisions, DSS users	B.N.8

41		Expert System	Support for decision making phases, support for intelligence phase	B.N.8
42			Support for design phase, support for choice phase	B.N.8
43			Decision Support and alternative concepts of decision making	B.N.8
44		Management Information System	Introduction, role of IT, MIS characteristics	B.N.8
45			Application areas, business and technology trends-specialization	B.N.8
46			Management by methodology, decentralization, internationalization	B.N.8

CO:4

LO: Students will be able to learn concept of DSS and MIS

47		Internet	Meaning, definition, history of Internet	B.N.4
48			Internet protocols, TCP/IP	B.N.4
49			FTP	B.N.4
50			HTTP, URL	B.N.4
51			Internet browsers, WWW consortium	B.N.4
52			Search engines	B.N.4
53			Introduction to Internet security, network security	B.N.4
54			Firewall, cryptography, password	B.N.4
55			Biometrics, digital signature, digital certificate	B.N.4
56			Business application of internet, e-mail	B.N.4
57			Intranet, extranet, telnet	B.N.4
58			e-ticketing, chatting	B.N.4
59		E-banking and its benefits	Smart card, E-cash, stock trading	B.N.8

60			E-booking, E-business model	B.N.8
61			Do-it-yourself model, made-to-order model	B.N.8
62			Information service model, emerging hybrid model	B.N.8
CO:4				
LO: Students will be able to learn concept Internet and E-banking				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI:

REFERENCES BOOKS

1. Computer fundamentals by P.K.Sinha
2. Fundamentals of Information Technology by A. Leon & M. Leon
3. Computer today by Suresh K.Basandra
4. Internet business models and strategies by Afuah A.&Tucci C
5. PC Software MS office by Nitin K Nayak
6. MS office complete reference TMH publication
7. Operating system: Achyut S. Godbole
8. Management information system by V. Post & David L. Anderson

VII: Note:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on the aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Practical Assessment			
Subject: Fundamental of computer and PC-Software			
BCOM I YEAR (CA)			
Goal : Students develop the ability to understand the concept of computer and its applications, working with MS-office, MS-Windows and Internet and its application			
Objective: Student must be able to learn applications of windows, MS-word, MS-Excel, MS-power point, Internet.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer, operating system, word document, excel sheet, power point, Internet	% Students having the basic concept of Computers and operating system, word document, spread sheet.	% Students having understanding about computer and operating system.	% Students Need more Efforts for Concept of computer and its application.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – II Year

I: Objective of course:

cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjfr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. ;qok 'kfDr dks oSf'od ekudksa dh dlkSVh ij [kjk dapu ln``k cukuk gksA Kku gh og lk/ku gS] tks ekuo lalk/kuksa dks mnkUu ewY;] izHkko'kkyh O;fDrRo vkSj lkFkZd vfLrRo iznku djus esa l{ke gS A

CO2. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZIr vkRefo'okl o laizs"k.kh;rk dks 'kfDr iznku djus esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkj Hkwr ladYiuk dh Hkwfedk vnk djssxhA

CO3. lkFkZd l{ke tkx:d ukxfjd cudj jk"V^a fuekZ.k dh vn~Hkqr vfuok;Z dM+h cusxsA

CO4. laizs"k.kh;rk ds iz{ksikL= dk lVhd iz;ksx djds og thou ds gj {ks= esa

oakfNr izHkko ,oa lQyrk izklr djsxsaA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V : Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	bdkbZ&I	1½ og rksM+rh iRFkj	ikB~;dze dk ifjp;] dfo ifjp;] dfork esa vk, dfBu 'kCnksa ds vFkZ] dfork dk HkkokFkZA	B.No 1
2		2½ fnekxh xqykeh	ys[kd ifjp;] fuca/k dk lkjak'k] oLrqfu"B	B.No 1
3			y?qk iz'u& mRrjh; rFkk nh?kZ mRrjh; iz'u le>k,xs	B.No 1
4		3½ o.kZ fD;kl	ys[kd ifjp;] o.kZ foU;kl dk vFkZ] o.kZ foU;r ls lacaf/kr oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 2
5			o.kZ le>k,xs	B.No 2
Co:1 dfo] ys[kdksa ls ifjpr gksaxs rFkk O;kdj.k ls lacaf/kr eqyHkwr tkudkj izklr djsaxsA				

6	bdkbZ&II	ukjhRo dk vfHk'kki	ysf[kdk dk ifjp;] fuca/k dk lkjak'k oLrqfu"B] y?qmRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
7		phQ dh nkor	ys[kd ifjp;] dgkuh dk lkjak'k oLrqfu"B	B.No 1
8			y?qk mRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
9		fojke fpUg	fojke fpUg dk vFkZ] egRo] fgUnh ds fojke fpUgksa ds fy, iz;qDr ladsr	B.No 2

Co:1 fgUnh Hkk"kk esa izpfyr fojke fpUgksa dh tkudkj izklr djsaxs rFkk o`) ekrk&firk ds izfr IEeku dh Hkkouk tkx`r gksxh A

fuca/k

10	bdkbZ&III	pyh Qxqugj ckSjs vke	ys[kd ifjp;] fuca/k] esa vk, dfBu 'kCnksa ds vFkZ] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZA	B.No 1
11		bUnz/kuq"k dk jgL;	ys[kd ifjp;] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
12		laf/k	laf/k dk vFkZ] Hksn] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 2

Co: 1]2

LO 4 yksdlHkk ls ifjpr gksxs rFkk oSKkfud 'kCnkoyh ls ifjpr gksxsA

13	bdkbZ&IV	liuksa dh mM+ku	fuca/k esa vk, dfBu 'kCnksa ds vFkZ] fuca/k dk lk] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
14		gekjk lkSj e.My	lkSj e.My esa mifLFkr xzg mixzg] xzfgdk,W ,oa rkjksa dk ifjp; rFkk lacaf/kr y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1

A-4 Presentations

15		izeq[k oSKkfud vkfo"dkj vkSj gekjk thou	izeq[k oSKkfud vkfo"dkjksa rFkk vkfo"dkjd dh tkudkj] lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
16		lekl	lekl dk vFkZ] Hksn] oLrqfu"B] y?qmRrjh; rFkk nh?kZ mRrjh;	B.No 2

			iz'uksa ij fopkj fofue;	
Co:3				
Lo vius liuksa dks lkdkj djus dk iz;Ru djsaxs rFkk l{ke] tkx:d ukxfjd cusaxsA				
17	bdkbZ&V	f'kdkxksO;k[;ku	ys[kd ifjp;] O;k[;ku dk lkj] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
18		/keZ vkSj jk"V ^a okn	ys[kd ifjp;] ys[k dk lkjak'k lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
19		lknxh	ys[kd ifjp;] lkjak'k] lacaf/kr oLrqfu"B] y?qqmRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
VI: Book Reference : uSfrd ewY; vkSj Hkk"kk&e/;izns'k fgUnh xzUFk vdkneh] Hkksiky lkekU; fgUnh&Y;wlsaV				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective.cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Corporate Accounting****Session: July-June****Class: B. Com. II Year (Pass course)**

I: Objective of course: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares, Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Able to understand the accounting procedure of Banking Companies and Insurance Company

CO2: Helps to give an exposure to the Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation

CO3: Gain knowledge about Valuation of Shares and Goodwill & got an idea of Liquidation of Companies

CO4: Able to understand the knowledge of Holding & Subsidiary Company and learned accounting procedure for Amalgamation and Reconstruction.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				1		3
CO 2		2			1			
CO 3		2				2		2
CO 4	3	2		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Final Accounts of Companies (Including calculation of managerial remuneration) Declaration of Dividends, Profit & Loss appropriation account & disposal of profits, calculation of pre & post incorporation profit or loss.	Introduction & meaning of Final Accounts or Annual Accounts of companies.	B.N.1
2			General Instructions for preparation of Balance sheet.	B.N.1
3			General instructions for preparation of Statement of Profit & Loss.	B.N.1
4			Practical Questions of Final Accounts of Companies.	B.N.1
5			Practical Questions of Final Accounts of Companies	B.N.1
6			Remuneration to the Directors and Managing Directors.	B.N.1
7			Determination of net profit for calculating managerial remuneration.	B.N.1
8			Practical Questions of Managerial remuneration.	B.N.1
9			Practical Questions of Managerial remuneration	B.N.1
10			Introduction & meaning of Dividend and divisible profit.	B.N.1
11			Procedure of declaration of Dividend.	B.N.1
12			Practical Questions .	B.N.1
13			Appropriation of profit and loss.	B.N.1
14			Procedure of disposal of profit.	B.N.1
15			Practical Questions.	B.N.1
16			Method of finding out Profit or loss prior to or subsequent to Incorporation.	B.N.1

17		Allocation of Expenses.	B.N.1
18		Practical Questions of Apportionment of profit.	B.N.1
19		Practical Questions based on statement of P&l	B.N.1
20		Practical Questions of Division of profit on monthly average basis.	B.N.1
21		Preparation of Balance Sheet .	B.N.1

Co: 2

Lo: Can able to calculate managerial remuneration & know the difference between capital and revenue profit.

22	2	Valuation of goodwill & shares, Methods of valuation, accounts of public utility companies (Electricity company)	Meaning and definition of Goodwill.	B.N. 4
23			Nature and types of Goodwill.	B.N. 4
24			Factors affecting the value of goodwill.	B.N. 4
25			Average profit method	B.N. 4
26			Practical Questions of Average profit method.	B.N. 4
27			Practical Questions of Average profit method	B.N. 4
28			Calculation of Weighted Average profit method.	B.N. 4
29			Practical Questions .	B.N. 4
30			Super profit method .	B.N. 4
31			Practical Questions of Super profit method.	B.N. 4
32			Practical Questions of Average profit method	B.N. 4
33			Calculation of Capitalisation method.	B.N. 4
34			Practical Questions .	B.N. 4
35			Annuity method for valuation of goodwill.	B.N. 4

36			Practical Questions.	B.N. 4		
37			Meaning and necessity of Valuation of Shares.	B.N. 4		
38			Factors affecting value of shares.	B.N. 4		
39			Net Asset or Asset valuation method .	B.N. 4		
40			Practical Questions.	B.N. 4		
41			Practical Questions.	B.N. 4		
42			Yield or Income Valuation Method.	B.N. 4		
44			Practical Questions	B.N. 4		
45			Calculation of Fair Value Method.	B.N. 4		
46			Practical Questions.	B.N. 4		
47			Practical Questions of Earning Per Share Method.	B.N. 4		
48			Meaning of Public Utility Company & double Account System.	B.N. 4		
49			General Balance Sheet.	B.N. 4		
50			Practical Questions.	B.N. 3		
51			Practical Questions	B.N. 3		
52			Practical Questions.	B.N. 3		
CO: 3						
LO: Knowledge of super profit, capitalization of profit, annuity method.						
53	3	Meaning of Holding & Subsidiary company	Meaning & Formation of Holding Company.	B.N.1		
54			Accounting Standards and Consolidated Financial Statements.	B.N.1		

55		,Preparation of consolidated balance sheet of a holding company with one subsidiary company ,Accounting for liquidation of companies	Preparation of Consolidated Balance Sheet.	B.N.1
56			Calculation of Goodwill / Capital Reserve,Minority Interest.	B.N.1
57			Practical Questions.	B.N.1
58			Practical Questions	B.N.1
59			Practical Questions	B.N.1
60			Modes of Winding –Up.	B.N.1
61			Liquidator’s Statement of account.	B.N.1
62			Practical Questions.	B.N.1
63			Practical Questions.	B.N.1
CO:4				
LO Fundamental knowledge of Holding Companies and their working style.				
64	4	Accounting for merger as par AS 14 ,Internal reconstruction of a company as par Indian accounting standard 14 (Excluding intercompany holdings and external reconstruction scheme)	.Definition and types of Amalgamation.	B.N.1
65			Accounting standard -14 and Amalgamation.	B.N.1
66			Determination of Purchase Consideration.	B.N.1
67			Journal Entries in the books of Transferor Company.	B.N.1
68			Journal Entries in the books of Transferee company.	B.N.1
69			Necessary Ledger Accounts.	B.N.1
70			Practical Questions.	B.N.2
71			Practical Questions.	B.N.2
72			Practical Questions.	B.N.2
73			Practical Questions.	B.N.2
74			Introduction of Internal Reconstruction of Companies.	B.N.1
75			Journal entries related to Internal Reconstruction.	B.N.1

76			Practical Questions.	B.N.1
77			Practical Questions.	B.N.1
CO: 4				
LO: Practical knowledge of merger & reconstruction				
78	5	Accounting of banking companies ,Accounts of Insurance companies with claim settlement	Functions and services of a Modern Bank	B.N.1
79			New form of Profit & Loss Account & Balance sheet.	B.N.1
80			Practical Questions.	B.N.1
81			Practical Questions.	B.N.1
82			Practical Questions.	B.N.1
83			Accounts of Insurance Companies.	
84			Practical Questions.	B.N.1
CO: 1				
LO: Understand the accounting procedure of banking companies and Insurance companies.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Corporate Accounting, Sahitya Bhawan Publication.
2. S.N. Maheshwari, Corporate Accounting, Vikas Publishing house.
3. K.K. Verma, Corporate Accounting, Excel books.
4. Sanjay Mehta, Corporate Accounting, Devi Ahilya Prakashan.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Corporate Accounting
B.Com. II Year (Pass Course)
Goal : Students develop the ability to understand the accounting procedure of Banking Companies and Insurance

Company , Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation ,methods for valuation of goodwill and shares

Objective: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares ,Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Corporate Accounting.	% Students having the desirable understanding of Corporate Accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE**Lesson Plan****Subject: Cost Accounting****Session: July-June****Class: - B.Com II yr.**

I: Objective of course: to objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the concept and role of cost accounting in the business management of manufacturing and non-manufacturing companies.

CO2: Define the unit costing, Contract, operating & Processing cost and their impact on value creation in the manufacturing and non-manufacturing companies.

CO3: Depth study of cost accounting systems and accumulation procedures and a search into the elements of material, labor and factory overhead costs.

CO4: Marginal costing and used for decision making and performance evaluation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3			2	2	
CO 2				3			2	
CO 3		3				3		
CO 4			1			2	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Cost accounting	Cost Meaning, concept	B.N.-2
2			Classification, Elements of Cost	B.N.-2
3			Nature & Importance of	B.N.-2
4		Material Cost Control	Cost , Material costing.	B.N.-2
5			Methods of Valuation of Material issued.	B.N.-2&1
6			Concept and material control and its techniques	B.N.-2
7			Particle Question of Material Control	B.N.-2
8			Particle Question of Material Control	B.N.-2
9			Particle Question of Material Control	B.N.-2
10			Labour costing	Labour costing Meaning, concept, their techniques	B.N.-2
11		Particle Question of Labour costing		B.N.-2
12		Particle Question of Labour costing		B.N.-2
13		Particle Question of Labour costing		B.N.-2
14		Wage Payment	Wages Payment and their concept	B.N.-2
15			Methods of Wages Payment	B.N.-2
16			Particle Question of Wages Payment	B.N.-2
17			Particle Question of Wages Payment	B.N.-2
18			Particle Question of Wages Payment	B.N.-2
CO: 1 &3				

LO: To express the place and role of cost accounting in the material and material Labour costing manufacturing business

19	2	Unit Costing	Meaning ,objectives of unit or output costing	B.N.-2
20			Methods of determining unit cost	B.N.-2
21			Types of Cost sheet	B.N.-2
22			Preparation of Cost sheet and Practical problem of cost sheet	B.N.-2
23			Practical problem of cost sheet	B.N.-2
24			Practical problem of cost sheet	B.N.-3
25			Practical problem of Absorption overheads rate	B.N.-2
26			Practical problem of cost but no change in past percentage	B.N.-3
27			statement of cost (Including calculation of tender price)	B.N.-3
28			Practical problem of tender price	B.N.-2
29			Practical problem of tender price	B.N.-2
30		Machine hour rate method	Overheads costing meaning and process of of machinery hour rate	B.N.-2
31			Overheads costing (Including calculation of machinery hour rate)	B.N.-2
32			Practical problem of Machine hour rate	B.N.-2
33			Practical problem of Machine hour rate	B.N.-3
34			Practical problem of Machine hour rate	B.N.-1
35			Practical problem of Machine hour rate	B.N.-7

CO: 2

LO: Provide unit costing, cost accounting and overheads costing importance their impact on business

36	3	Contract costing	Contract meaning , features & contract ledgers	B.N.-2
37			Specimen of contract account and Explanation of various shown in debit & credit sides of contract a/c	B.N.-2
38			Practical problem of contract costing	B.N.-2

39			Practical problem of contract costing	B.N.-7
40			Practical problem of Incomplete contract costing	B.N.-2
41			Practical problem of work certification contract costing	B.N.-2
42			Practical problem of cost of work uncertified	B.N.-3
43			Practical problem of contract a/c based on Trial Balance	B.N.-7
44			Practical problem of Accounting standard-7	B.N.-2
45				
46	Job Costing		Procedure of Job costing	B.N.-2
47			Practical problem of Job Costing	B.N.-3
48	Operating Costing		Meaning , scope of operating costing	B.N.-2
48			Transport operating costing & Practical problem of operating costing	B.N.-2
49			Practical problem of power house Operating costing	B.N.-2
50			Practical problem of power house Operating costing	B.N.-3
51			Practical problem of power house Operating costing	B.N.-7
52			Practical problem of hotel Operating costing	B.N.-3
53			Practical problem of hotel Operating costing	B.N.-2
54			Practical problem of hotel Operating costing	B.N.-2
55			Practical problem of Hospital Operating costing	B.N.-3
56			Practical problem of Hospital Operating costing	B.N.-3

57			Practical problem of Cinema Operating costing	B.N.-2
58			Practical problem of Cinema Operating costing	B.N.-7
59			Practical problem of Cinema Operating costing	B.N.-3
CO: 1 & 3				
LO: To Differentiate methods of Contract, Job costing of production and Operating cost is help in business				
60	5	Process costing	Process costing –meaning & characteristics	B.N.-2
61			Distinction between job costing & process costing	B.N.-2
62			Practical problem of Process costing	B.N.-2
63			Practical problem of Process costing	B.N.-2
64			Practical problem of normal loss having realizable value of scrap	B.N.-3
65			Practical problem of Abnormal wastage Process costing	B.N.-7
66			Practical problem of Abnormal Gain Process costing	B.N.-7
67			Practical problem of Process having opening & closing stocks	B.N.-7
68				Practical problem of Process costing	B.N.-2
69		Reconciliation of Cost	Meaning, objectives ,process of Reconciliation	B.N.-2
70			Practical problems of Reconciliation	B.N.-2
71			Practical problems of Reconciliation statement	B.N.-2
72			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
73			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
CO: 2				
LO: To Interpret the impact of the Process costing & reconciliation of cost & financial Accounts.				
74	5	Marginal Costing	Marginal Costing –meaning & concept, Profit – Volume Ratio,	B.N.-2

75		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
76		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
77		Practical problems of Margin of safety , Application of Break –Even Analysis	B.N.-7
78		Practical problems of Standard costing and various analysis (material and Labour only)	B.N.-7
CO:4			
LO: To provide differentiate methods of calculating marginal costing			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Prof. M.L. Singhai ,Cost Accounting- satish printers & publishers
2. Prof. M.L. Cost Accounting -Agarwal Sahitya Bhawan Publication
3. Jain & Narang Cost Accounting- Kalyani Publication , New Delhi
4. Arora MN, Cost Accounting principles & practices , Vikas New Deihi
5. Maheshwari S.N., Advance problems & solutions in cost accounting – Sultan chand, New Delhi
6. Jain B.K. , Prof. Jain N.C. - Cost Accounting – Ramesh Book Depot, Jaipur
7. Mehta Brahmhatt, Cost Accounting-Devi Ahilya Prakashan , Indore

VII: Notes

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Cost Accounting
B.Com. B.Com II yr.
Goal : to knowledge will be provide students with Cost accounting and their process

Objective: To objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Cost accounting.	% Students having the desirable understanding of Cost accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, Dept Of Commerce INDORE (M.P.)
IPS ACADEMY, INDORE
Lesson Plan

Subject: DBMS

Session: July-June

Class: BCOM(CA) – II Year

I: Objective of course: The objective of this course is to introduce the concept of Database Management System.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

- CO1 To acquire the basic concepts and understand the applications of database system.
- CO2 To construct an Entity-Relationship (E-R) model from specifications and to transform to relational model.
- CO3 To construct SQL queries to perform CRUD operations on database. (Create, Retrieve, Update, Delete)
- CO4 Understand and apply database normalization principles.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2		2	2		3	
CO 2			1				2	
CO 3	2	2					2	
CO 4			1				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of Database System	Introduction to Different storage system, Comparative study of manual storage.	B.N. 1
2			File storage and dbms,data,database,	
3		View of data, data models, Overall system structure	Advantage disadvantage of dbms,data development process.	B.N.1
4			Data models: object oriented model	B.N.2
5			object based, record based	
6			Hierarchical and physical data model,	
7			Relational, network data model	B.N.2
CO: 1				
LO: Student will learn to understand what a database is, about different types of databases, and why they are valuable. How a database system differs from a file system. Why data models are important.				
8	2	Entity Relationship Model	E-r model: entity, entity set,	B.N.1
9			Relationship & their types	B.N.1
10			mapping constraints	B.N.2
11			Extended E-R features:	B.N.2
12			generalization,	
13			specialization	B.N.2
14			Aggregation ,	
15			E-R diagram	
CO: 2				
LO: Students will be able to understand how relationships between entities are defined, and how such relationships are incorporated into the database design process.				
16	3	Structured Query Language	Introduction to database language: SQL function limitation of sql,	B.N.2
17			Component of sql(DDL,DML,DCL,TCL with syntax, e.g.)	B.N.2
18			Practical DDL command	
19			Practical DML,DCL command	B.N.4
20			Sql query	
21			Data types of sql	
22			Introduction to different operator,	
23			Set operator, aggregate function.	B.N.4

CO: 3

LO: Students will learn the basic commands and functions of SQL. How to use SQL to query a database to extract useful information.

24	4	Relational Database Design	Advanced sql:review of sql,concept of group by,	B.N.2
25			Having, order by clause,	
26			Nested query	
27			Join & its types	B.N.3
28			Different function of sql,	
29			Numeric,data,data type conversion	

CO: 3

LO: Students will learn about the relational set operators. How to create and use updatable views.

30	5	Normalization	Normalization: Introduction to normalization	B.N. 2
31			Need of normalization,	B.N. 2
32			Normal form	B.N. 3
33			Normalization using partial dependency,	
34			Using full dependency,	
35			Fully functional dependency,	
36			Multivalued dependency,	
37			Transitive dependency,	B.N. 3
38			Join dependency,	

CO:4

LO: Student will understand what normalization is and what role it plays in the database design process. How normal forms can be transformed from lower normal forms to higher normal forms.

VI: Book References:

1. Database system concepts by A.silberschatz, H.F.Korth, and S.Sudershan 5th Edition McGraw Hill .
2. An introduction to database management system by Vipin Desai .
3. Modern database system by Mcfadden.
4. Database Management System by Alexis Leon.
5. C.J. Date “An Introduction to Database System”.
6. Elmasri & Navathe “Fundamental of Databas System.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment**Subject: DBMS****BCOM 2nd Year**

Goal: database management system is to provide a way to store and retrieve database information that is convenient and efficient. Management of data involves both defining **structure** for storage of information and providing mechanism for manipulation of information.

Objective: Student understand the database design and creation . Emphasis is on data dictionaries, normalization, data integrity, data modeling, and creation of simple tables, queries, reports, and forms. Upon completion, students should be able to design and implement normalized database structures by creating simple database tables, queries, reports, and forms.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of DBMS.	% Students having the desirable understanding of DBMS.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, COLLEGE OF COMMERCE (COC), INDORE**Lesson Plan****Subject:** Internet and E-Commerce**Session:** July-June**Class:** B.Com(C.A.) - II Year**I: Objective of course:**

The objective of this subject is to help students to understand the basics concepts and functional knowledge in field of computer science and also to expose the students to computer application in field of business.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1 To understand the basic concept of internet & functional knowledge in the field of computer application.

CO2. Demonstrate an understanding of the foundations and importance of E-commerce

CO3. Analyze the impact of E-commerce on business models and strategy by e-marketing trends.

CO4. Assess electronic payment systems and security measure.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2		3			
CO 2			3	3			2	2
CO 3		3				2		
CO 4		2				2		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Internet, Internet services and E-mail	Evolution, concept and growth of Internet, ISP and different ISP in India	B.N. 1
2			Types of connectivity: Dial-up, leased line, broadband, RF, VSAT etc	B.N. 1
3			Methods of sharing of internet connection, proxy server	B.N. 1
4			Usenet, Gopher, WAIS, Archie, Veronica, IRC, Search engine	B.N. 1
5			Web concept & other protocols	B.N. 1
6			E-mail	B.N. 1
CO: 1				
LO: Students aware about basic building blocks of internet, its services and its application.				
7	2	Introduction to E-commerce	Emergence of Internet, Commercial use of internet	B.N. 3
8			Emergence of World wide web	B.N. 3
9			Advantages and disadvantages of E-Commerce	B.N. 3
10			Transition to E-Commerce in India, E-Commerce opportunities for industries	B.N. 3
CO: 4				
LO: To understand how internet should be commercialized Determine the effects of ecommerce in various fields.				
11	3	Models	Business models for E-Commerce	B.N. 3
12			Models based on relationship of transaction parties	B.N. 3
13			Models based on relationship of transaction types	B.N. 3
CO: 2				
LO: Analyze the different business models of ecommerce based on transaction parties and types.				
14	4	E-Marketing	Identifying web presence goals	B.N. 3

15		versus Traditional Marketing	Browsing behavior model, online marketing, E- advertising	B.N. 3
16			Internet marketing trends, E-branding and E- marketing strategies	B.N. 3
CO: 2				
LO: To understand traditional and web marketing approaches and elements of branding, marketing trends and behavior				
17	5	E-security, E- payment system	Information system security, security on Internet	B.N. 3
18			E business risk management issue , Information security in India	B.N. 3
19			Digital payment requirement, digital token based e- payment system	B.N. 3
20			Properties of electronic cash, risk and e-payment system and designing e-payment system	B.N. 3
21			Secure business, web store ,online payment, internet banking	B.N. 3
22			E-commerce security issue, cryptography, digital signature and authentication protocol	B.N. 3
23			Digital certificates, online security, secure electronic transaction(SET)	B.N. 3
CO: 3				
LO: Describe E-Commerce payment and security systems to handle data fruitfully				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Internet for Everyone by Alexin Leon and Mathews Leon
- 2 E-Business: Roadmap for Success by R. Kalakotta
- 3 E-Commerce: An Indian Perspective 2nd edition by P.T. Joseph
- 4 Introduction to E-Commerce by Zheng Qin

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Internet and E-Commerce			
B.Com. II Year			
Goal : Students develop the ability to do E-commerce. Topics include an overview of Internet and its application, various business models, e-marketing trends, and . E-payment and security system			
Objective: Students gain understanding of the Internet and its applications, provide them knowledge and techniques to be used in the performance of the business, and enable them to analyze and understand the environment of the E-commerce.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Internet, its application, and E-commerce and further to develop understanding of E-commerce	% Students having the basic concept of Internet, its application, and E-commerce and further to develop understanding of E-commerce.	% Students having understanding about E-commerce	% Students Need More Efforts for Solution and Basic Concept of E-commerce.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class : B.Com II Year

I: Objective of course:

The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing or communicating ideas, feelings, experiences and realization. The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it will help students to update and increase their vocabulary and sentence formation pertaining to all walks of life.

CO2. Students will be able to form the sentence grammatically correct by following the rules and concepts of grammar pertaining to tenses, articles, nouns, pronoun, determiners and verbs.

CO3. Students will be able to comprehend and write an essay in a proper structure –Introduction, main body and the conclusion. They will be able to compose different types of formal and informal letters. While writing letter students adopt different strategies so that the letter serves the intended purpose and is not misunderstood.

CO4. Students will be able to achieve the goal of perfect translation by getting proficiency at both the source language and the target language. They differentiate between sense translation and literal translation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			3	2	2	
CO 2		2		2		1		
CO 3			1	2			2	1
CO 4			2				1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	The Poem "Tree" composed by Tina Morris	Explanation of the Poem, Poet by focusing on the imp of preservation and conservation of nature.	B.NO 1
3			Discussion of textual Questions and answers	B.NO 1
4		Night of the Scorpion	Explanation of the poem and poet by highlighting superstitious belief and unconditional love of rural India.	B.NO 1
5			Discussion and explanation of exercises related to the poem	B.NO 1
6		Idgah: Premchand(translated by Khushwant Singh)	Discussion about the author and then explanation of the story by realizing the various aspects of emotions like love, motherhood, care, sacrifice, happiness and kindness between grandson and grandmother	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Letter to God by G.L. Swanteh(translated by Donald A. Yates)	Discussion about the author and then explanation of the story by instilling belief in the significance of faith that develops confidence in students.	B.NO 1
9			Discussion of textual questions and answers	B.NO 1
10		The humorous story "My Bank Account" by Stephen Leacock	Discussion about the author and then explaining the story by exposing of witty article by the most popular	B.NO 1

			mockers and article writer.	
11			Discussion of textual questions and answers	B.NO 1
12		The short story “God Sees the Truth, But Wait” by Leo Tolstoy	Discussion about the author and then explaining the story by enriching students’ spiritual quotient	B.NO 1
13			Discussion of exercises related to the short story	B.NO 1
CO1				
LO 1- The students will gain good amount of knowledge of English language and Literature by studying various prose, poetry and story. They will also comprehend about allusions, references, poets, writers and stories etc.				
14	II	Idioms, proverbs and phrasal verbs	a list of appropriate idioms, proverbs and phrasal verbs	B.NO 2,3
15		Tenses	Rules of Tenses and their uses	B.NO 4
16		Prepositions	The importance of correct usage of Preposition	B.NO 2
17		Determiners and verbs	Types of Determiners	B.NO 3,4
18		Articles	Definite and Indefinite Articles	B.NO 2
CO2				
LO2 Students will get to know nouns, pronouns and their types and learn in detail about the function of verbs and their placement in a sentence. They will be able to gain the knowledge of prepositions and articles and their usages.				
17	III	Short Essays on given topics	Formal and Informal essays , some points in writing essays	B.NO 3
18		Formal Letters	The latest format of the formal letter and practice letter	B.NO 3
19		Informal Letters	The latest format of the informal letter and practice letter	B.NO 3
CO3				
LO3 Students will be able to figure out the relevance and importance of essay writing. They will be understand the characteristic features of an essay and learn about the different stages in the writing of an essay. Students will be able to understand the various elements of business letters. They learn the different layouts of a letter, such as indented layout, semi-block layout and full block layout.				
20	IV	Translation of sentences	Translation of passage English to Hindi and Hindi to English	B.NO 2
21			Some passages are given for translation	B.NO 2
CO4				
LO4 Students will be able to understand that translation is a significant vehicle in cross-cultural, cross-lingual and cross-national civilization. They will be able comprehend written and oral translation.				
23	V	Curriculum- vitae	The format of CV	B.NO 3
24		Design of Resume	The points are given in preparing impressive C.V.	B.NO 3
CO4				
Students will be able to understand the nature and importance of employment communication. They will be able to learn about resume design and describe three acceptable resume styles: chronological, functional and combination. They will be able to know how to write a persuasive resume.				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. II Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing o			
4-5 Marks	3-3.5Marks	2-2.5 Marks	
Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Nee

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Environmental Studies****Session: July-June****Class: II Year**

I: Objective of course: This subject is concerned with the environment pollution, environmental degradation and understands those aspects of human behavior which are more directly related to man's interaction with bio-physical environment.

II: Examination:

The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understand the natural environment as a system and how human enterprise affects that system.

CO2: An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.

CO3: Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco- friendly power sources and political ecology.

CO4: Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2	2							
CO 3			2					
CO 4							2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Study of Environment and Ecology	Definition and importance of Environment	B.No. 1
2			Public Participation	B.No.1
3			Public Awareness	B.No.1
4			Definition of Ecology	B.No.2
5.			Aims and scope of Ecology	B.No.2
6			Evolutionary Development of Ecology	B.No.2
7			Types of Ecology	B.No.2
8			Human ecological Adaptations	B.No.2
9			Future of Ecology	B.No.2
10			Concept of Ecosystem and characteristics	B.No.2
11			Components of ecosystem	B.No.2
12			Types of ecosystem	B.No.2
13			Structure and function of ecosystem	B.No.2
14			Ecological pyramids	B.No.2
15			Major ecosystem of the world	B.No.2
CO: 1				
LO: To understand the concepts of Environment and Ecology.				
16		Environmental Pollution and Population	Meaning and definition of air pollution	B.No. 3
17			Effects of air pollution	B.No.3
18			Measure to control air pollution	B.No.5
19			Meaning and definition of water pollution	B.No.5
20			Sources Causes definition of water pollution	B.No.5

21			Effect of water pollution	B.No.5
22			Measure to control water pollution	B.No.1
23			Meaning and definition of sound pollution	B.No.1
24			Causes / Sources of sound pollution	B.No.1
25			Effect on sound of Noise pollution	B.No.1
26			Measure to control sound of Noise pollution	B.No.1
27			Meaning and definition of thermal pollution	B.No.1
28			Causes / Sources of thermal pollution	B.No.4
29			Effect of thermal pollution	B.No.4
30			Measure to control thermal pollution	B.No.4
31			Meaning and definition of nuclear or radioactive pollution	B.No.3
32			Causes / Sources of nuclear or radioactive pollution	B.No.3
33			Effect of nuclear or radioactive pollution	B.No.3
34			Measure to control nuclear or radioactive pollution	B.No.7
35			Role of an Individual in prevention of pollution	B.No.7
36			Successive pollution growth	B.No.7
37			Disparities b/w countries	B.No.7
38			Population explosion	B.No.7
39			Family welfare programme	B.No.7
40			Environment and human health	B.No.7
41			Cleanliness and disposal of domestic water	B.No.1
CO:2,1				
LO: To develop the knowledge of Environmental Pollution, population and Clean India mission.				
42	3	Natural Resources,	Define natural resources	B.No.8

43		Problems and Conservation	Types of natural resources	B.No.8		
44			Water Resources	B.No.8		
45			Uses of Water resource, Reason for over Utilization of Water	B.No.8		
46			Problem due to over Utilization of Surface and Ground Water	B.No.8		
47			Water Scarcity, Dams- Benefits and Problems	B.No.8		
48			Forest Resources ,Uses of Forest	B.No.8		
49			Forest : Over utilization and Deforestation	B.No.8		
50			Importance of forest Direct and Indirect Advantages of forest	B.No.8		
51			Food Resources, World food Problems	B.No.8		
52			Suggestions for solving world food problem	B.No.8		
53			Energy Resources, Growing Energy Need	B.No.8		
54			Classification of Energy Resource	B.No.8		
55			Land Resource, Kinds of Land	B.No.8		
56			Land Degradation	B.No.8		
57			Soil Erosion, Effect of soil erosion	B.No.8		
58			Soil conservation	B.No.8		
59			Conservation natural resources	B.No.8		
60			Natural resources degradation	B.No.8		
61			Object of resources conservation	B.No.8		
62			Measures of resources conservation	B.No.8		
CO: 3						
LO: To analysis the Problems of Natural Resources and method of its Conservation.						
63	4	Bio-diversity and its Protection	Meaning of biodiversity	B.No.4		
64			Significance of biodiversity	B.No.4		

65		Different rules of biodiversity	B.No.4
66		Measuring biodiversity	B.No.5
67		Distribution of living forms and patterns of biodiversity	B.No.5
68		Biodiversity no spots	B.No.5
69		Importers of biodiversity	B.No.5
70		Biodiversity at different rules	B.No.5
71		Threats of biodiversity	B.No.9
72		Loss of biodiversity	B.No.9
73		Conservation of biodiversity	B.No.9

CO:1**LO:** Help to give proper idea of Bio -diversity and its protection.

74		What is Disaster ?Types of Disasters	B.No.6
75		Disaster Management	B.No.6
76		Environment conservation laws	B.No.6
77		Wildlife conservation Coues	B.No.4
78		Power to make rules	B.No.10
79		Issues involved in enforcement of environmental legislation	B.No.10
80		Revision	
81		Revision	
82		PPT Presentation By students	
83		PPT Presentation By students	

CO: 4**LO:** To acquaint the students about the Disaster management and Environment conservation laws.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental studies - R. B. Singh
2. Sustainable Human Ecology – H. D. Kumar
3. Environmental Studies – Dr. Ashish Pathak
4. Fundamental of concept in Environment - D.D. Mishra
5. Environmental Studies- Dr. Milind Kothari
6. Essentials of Environmental Studies- Josheph and Kurien
7. Textbook of Environmental Studies – D. K. Asthana
- 8.Environmental Studies – Dr. R. B. Singh, Dr. D. K. Thakur, Dr. A. K. Neema
9. Fundamental of concept in Environmental Studies
10. Environmental Studies –Dr. Anis Siddiqqi, Dr. Rajeev Sharma

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: EVS			
B.Com. 2nd Year			
Goal : The field of environmental science can be divided into three main goals, which are to learn how the natural world works, to understand how we as humans interact with the environment, and also to determine how we affect the environment.			
Objective: Environment education is concerned with those aspects of human behaviour which are more directly related to man's interaction with bio-physical environment and his ability to understand this interaction.			
4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of EVS	% Students having the desirable understanding of EVS	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5			

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Management****Session: July-June****Class: B.Com. II year**

I: Objective of course: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify and evaluate social responsibility and ethical issues involved in business situations

CO2: Evaluate leadership styles to anticipate the consequences of each leadership style

CO3: Practice the process of management's functions: planning, organizing, leading, and controlling etc

CO4: Explain the basic control process and monitoring points and describe the different levels and types of control

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2				3				
CO 3		3			3			
CO 4	2	2	3		2			1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Management	Meaning and Definition of Management	B.N.-1
2			Importance of Management	B.N.-1
3			Functions and Principles of Management	B.N.-1
4			Management V/S Administration	B.N.-1
5		Social responsibilities of Management	Development of Managerial Thought in General	B.N.-2
6			Contribution of Taylor in Management	B.N.-2
7			Contribution of Fayol in Management	B.N.-2
8			Management By Exception	B.N.-1
9			Management By Objectives	B.N.1
10			Social responsibility of Management	B.N.-2
11			Meaning, definition and concept of Planning	B.N.-2
CO: 1				
LO: Explained the students about concepts and significance and social responsibility of management.				
12	2	Decision Making	Process and Techniques of Planning	B.N.-2
13			Decision Making Concept	B.N.-2
14			Process of Decision Making	B.N.-1
15			Meaning, definition and concept of organization	B.N.-1
16			Principles of Organization	B.N.-1

17			Significance of Organization	B.N.-2
CO: 2				
LO: Explained forms of planning and Process of Decision Making				
18	3	Motivation	Motivation concept	B.N.-1
19			Theories of Motivation	B.N.-2
20			Theories of Motivation	B.N.-1
21			Importance of motivation	B.N.-1
22		Leadership	Monetary motivation	B.N.-3
23			Monetary motivation	B.N.-3
24			Non-monetary motivation	B.N.-1-
25			Non-monetary motivation	B.N.1
26			Leadership-Meaning, definition and concept	B.N.-2
27			Qualities of a good leader	B.N.-2
28			Difference between leader and manager	B.N.-2
29			Leadership Patterns	B.N.-2
30			Leadership Styles	B.N.-2
31			Leadership theories	B.N.-2
32			Leadership theories	B.N.-2
33			Techniques used in Leadership	B.N.-2
34			Theories of leadership	B.N. -2
35			Theories of leadership	B.N.-2
36			Theories of leadership	B.N.-5

37		Direction	Meaning and definitions of Direction	B.N.-5
38			Characteristics and Importance of Direction	B.N.-5
39			Principles of Direction	B.N.-5
40			Techniques of Direction	B.N.-5
41		Controlling	Definition & Concept of Controlling	B.N.-5
42			Process of controlling	B.N.-4
43			Effective control system and control technique	B.N.-4

CO: 3**LO: Explained different theories of Motivation and leadership**

44	4	Human Resource Management	Meaning and definition of Human Resource Management	B.N.-4
45			Concept of HRM	B.N.-4
46			Objectives of Human Resource Management	B.N.-4
47			Scope of HRM	B.N.-4
48			Importance of HRM	B.N.-1
49			Functions of HRM	B.N.-1
50			Responsibilities of HR Manager	B.N.-1
51			Principles of HRM	B.N.-1
52			Human Resource Management Process	B.N.-1
53			Objectives of Manpower Planning	B.N.-1
54			Role of HRP Professionals	B.N.-4
55			Impact of Technology on Human resource Planning	B.N.-4
56			Barriers to HRP	B.N.-4

CO: 3**LO: Brief introduction of Human Resource Management**

57	5	Man Power Planning	Meaning of Recruitment	B.N.-4
58			Definition of Recruitment	B.N.-4

59		Sources of Recruitment	B.N.-4
60		Methods of Recruitment	B.N.-4
61		E-Recruitment	B.N.-4
62	Training	Meaning of Training	B.N.-4
63		Definition of Training	B.N.-4
64		Process of Development	B.N.-2
65		Process of Development	B.N.-2
66		Meaning and Definition of Training	B.N.-4
67		Training Purpose	B.N.-4
68		Need of Training	B.N.-4
69		Objectives of Training	B.N.-4
70		Objectives of Training	B.N.-5
71		Process of Development	B.N.-5
72		Advantages of Training	B.N.-4
73		Methods of Training	B.N.-4
74		Recent Training Trends	B.N.-4
75	Job Evaluation	Meaning of Job Evaluation	B.N.-5
76		Objectives of Job Evaluation	B.N.-5
77		Techniques of Job Evaluation	B.N.-4

78		Revision	
CO: 4			
LO: Explained them different procedure of Recruitment and Selection			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.R.C.Gupta,Principles of Management,Sahitya Bhawan Publication
2. Dr. S.C. Saxena, Principles of Management,Sahitya Bhawan Publication
3. T.N Chhabra, Principles of Management, Dhanpat Rai & Co.
4. Sridhara Shetty, Human Resource Development, Himalaya Publication
5. K. Aswathappa, Human Resource Development, McGraw Hill Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Management			
B.Com.II Year			
Goal: To develop understanding among students about management and leadership..			
Objective: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Statistics****Session: July-June****Class: B.Com. II year Pass Courses**

I: Objective of course: Objective of course is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: be statistically and numerically literate.

CO2: have statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data.

CO3: be able to independently read statistical literature of various types, including survey articles, scholarly books, and online sources.

CO4: be able independently to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			2			
CO 2	2	2				2	2	
CO 3	3		2			2	2	
CO 4	3				2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Statistics- Meaning and definitions, Significance, Scope and limitations of statistics. Statistical investigation. Process of data collection, Primary and secondary data, Methods of sampling, Preparation of questionnaire, Classification and tabulation of data, preparation of statistical series and its types.	Statistics- Meaning, definition and scope.	B.N.5
2			Significance and limitations of statistics.	B.N.5
3			Planning and types of statistical Investigation.	B.N.5
4			Methods of Investigation.	B.N.5
5			Collection of primary and secondary data.	B.N.5
6			Preparation of Questionnaire.	B.N.5
7			Editing of primary Data.	B.N.5
8			Classification of statistical errors and their sources.	B.N.5
9			Classification and tabulation of data.	B.N.5
10			Kinds of tables, rules of tabulation.	B.N.5
11			Analysis and Interpretation of data.	B.N.5
12			Analysis and Interpretation of data.	B.N.5
13			Frequency distribution and statistical series.	B.N.5
14			Diagrammatical and graphical presentation.	B.N.5
15			Diagrammatical and graphical presentation.	B.N.5
16			Graphs of frequency distribution.	B.N.5
17			Graphs of frequency distribution.	B.N.5
CO: 1,2				
LO: Identifying and classification of data, preparation of series and questionnaire				
18	2	Measurements of central tendency- Mean , Median, Quartile, Mode, Geometric mean	Central tendency- Meaning, objects & limitations.	B.N.2
19			Calculation of Arithmetic mean in different series.	B.N.2
20			Calculation of Arithmetic mean by short cut method.	B.N.2

21		and harmonic mean.	Computation of Median in different series.	B.N.2		
22			Computation of Median in different series.	B.N.2		
23			Mode – meaning and definition.	B.N.2		
24			Computation of mode in individual series.	B.N.2		
25			Grouping method of Mode.	B.N.2		
26			Merits and Demerits of Mode.	B.N.2		
27			Methods of calculating Geometric mean.	B.N.2		
28			Computation of harmonic mean.	B.N.2		
29			Combined mean.	B.N.2		
30			Partition Value – Quartiles	B.N.2		
31			Formulae for Computing quartiles.	B.N.2		
32			Computation of quartiles.	B.N.2		
CO: 1, 4						
LO: Able to calculate measurement of central tendency.						
33	3	Dispersion and skewness. Analysis of time series- Meaning, importance, components, Decomposition of time series, Measurement of long term trends, measurement of cyclical and irregular fluctuations.	Dispersion- meaning and methods of measuring.	B.N.1		
34			Methods of limits: Range, I.Q.R. & percentile range.	B.N.1		
35			Quartile deviation or semi –inter-quartile range.	B.N.1		
36			Mean deviation.	B.N.1		
37			Standard deviation.	B.N.1		
38			Coefficient of Mean deviation & Standard deviation.	B.N.1		
39			Skewness and its measures.	B.N.1		
40			Computation of karl Pearson’s coefficient of skewness.	B.N.1		
41			Computation of Bowley’s coefficient of skewness.	B.N.1		
42			Analysis of time Series.	B.N.1		
43			Secular Trend or Long term trend.	B.N.1		

44			Seasonal Variations.	B.N.1
45			Cyclical variations.	B.N.1
46			Irregular or Random Variations.	B.N.1
47			Practical problems regarding trend analysis.	B.N.1
CO: 4				
LO: Fundamental concepts of dispersion and skewness, measurement of different trends.				
48	4	Correlation- Meaning, Definitions, Types and degree of correlation, methods of correlation, regression analysis- meaning, uses, difference between correlation and regression, linear regression, regression equations, Calculation of coefficient of regression.	Correlation- meaning, importance & types.	B.N.3
49			Degree of coorelation.	B.N.3
50			Methods of determining correlation.	B.N.3
51			Karl Pearson’s method of correlation.	B.N.3
52			Spearman’s Rank difference method.	B.N.3
53			Concurrent deviation method.	B.N.3
54			Probable error.	B.N.3
55			Standard error.	B.N.3
56			Least squares method.	B.N.3
57			Correlation and Regression.	B.N.3
58			Coefficient of correlation with the help of regression coefficients.	B.N.3
59			Coefficient of correlation with the help of regression coefficients.	B.N.3
60			Computation of regression equations.	B.N.3
61			Computation of regression equations.	B.N.3
62			Solving practical problems of regression & correlation.	B.N.4
63			Solving practical problems of regression & correlation.	B.N.4
64			Solving practical problems of regression & correlation.	B.N.4
65			Solving practical problems of regression & correlation.	B.N.4
CO: 3,4				

LO: Able to correlate data and its degree, regression and its types.				
66	5	Index number- Meaning, characteristics, importance and uses. Construction of index numbers- Cost of living index, Fisher's ideal index number. Diagrammatic and Graphic presentation of data.	Index Number- meaning, features & kinds.	B.N.5
67			Importance and utility of index number	B.N.5
68			Construction of Index numbers.	B.N.5
69			Construction of Index numbers	B.N.5
70			Construction of Index numbers	B.N.5
71			Fisher's index number	B.N.5
72			Computation of Index number by different formulae.	B.N.5
73			Consumer price index number.	B.N.5
74			Test of Adequacy of Index formula.	B.N.5
75			Miscellaneous problems regarding index number.	B.N.5
76			Diagrammatic and Graphic presentation of data.	B.N.5
77			Diagrammatic and Graphic presentation of data.	B.N.5
CO: 3,4				
LO: Knowledge about index numbers and their presentation in different ways.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Advanced Statistics, Sahitya Bhawan Publication
2. Oswal, Sahu & Shukla, Principles of Statistics, Ramesh Book depot.
3. S.C. Gupta, Business Statistics, Himalaya Publishing house.
4. R.P. Hooda, Statistics for Business and Economics, MacMillan.
5. S.M. Shukla, Principles of Statistics, Sahitya bhawan Publication.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Statistics			
B.Com. II Year Pass Courses			
Goal: Develop the ability to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc. and able to understand statistical concepts to include probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.			
Objective: Objective of subject is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Statistics.	% Students having the desirable understanding of Business Statistics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jul-Dec****Class: B.Com. Vth Semester****I: Objective of course:** To understand fundamental components of a computer, Input-Output devices and different types of memory.**II: Examination:** The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 A) Use Microsoft Office programs to create personal, academic and business documents.
- CO2 B) Understand the fundamental hardware and software components that make up a computer's system and the role of each of these components.
- CO3 C) Information technology (IT) is the use of computers to organize, word processing, store, retrieve, transmit, and manipulate data or information, often in the context of a business or other enterprise.
- CO4 D) Use of various operating systems and Differentiate among various operating systems.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2	3					2		3
CO 3	3			2				2
CO 4	3			2		3		2

Average	3			2.35		2.67		2.5
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	INTRODUCTION TO COMPUTER	Block diagram of computer and its functions. Basic Organization of Computer System	B.N. 1
2			Primary memory RAM	B.N.4
3			ROM and different types of ROMs	
4			Cache Memory and its operations.	B.N4
5			Input-Output Devices.	B.N.2
CO: 2				
LO: Student learned Basic computer block diagram, Input and Output devices and memory.				
6	2	PHERIPHERAL DEVICES	Input Devices	B.N.1
7			Input Devices	B.N.1
8			Output Devices	B.N.2
9			Output Devices	B.N.2
10			Output Devices	B.N.1
11			General introduction of Cards	B.N.2
12			Ports and SMPS	B.N.2
CO: 4				
LO: Student learned basic use				
13	3	STORAGE DEVICES	Magnetic Tape, Cartridge Tape, Data Drives	B.N.2
14			Hard Disk Drives (Internal & External)	B.N.2
15			Disks, CD, VCD	B.N.2
16			CD-R, CD-RW, Zip Drive, DVD, DVD-RW	B.N.2
17			USB Flash Drive, Blue Ray Disc & Memory cards.	B.N.2
CO: 1				
LO: Student learned about secondary storage deices.				

18	4	Operating System	Functions of Operating System Types of Operating System	B.N.2
19			Introduction to Operating System for i-pad & Smartphones.	B.N.2
20			DOS, WINDOWS & LINUX Operating Systems.	B.N.2
21			FAT, File & directory structure and naming rules	B.N.2
22			Internal & External DOS commands.	B.N.2
23			Windows 7 & 8, Features of Windows 8.1, LINUX basics:	B.N.2
CO: 1				
LO: Student learned about various operating syatems ex. DOS and WINDOWS,Unix operating system. Different commands and working on Windows.				
24	5	Text Reading & Editing Software	General information about PDF readers	B.N. 2
25			General information about application packages	B.N. 2
26			Text editing and formatting using Word-2007 & onwards versions	B.N. 2
27			Aligning Text and Paragraph	B.N. 1
28			Page Layout, Paragraph formats, Borders and Shading, Headers and Footers	B.N. 1
CO:3				
LO: Student learned use of various text editors and use of tools into business applications.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, different types of operating systems and memory, Internet, text editors and its uses.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Moral Value and Hindi Language and English

Session: July-Dec

Class: B.Com- V Sem

I:Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

- 1- fdlh ,d /keZ dks ojH;rk u nsdj lHkh /keksZ ds izfr lfg".kqrk dk Hkko j[ksaxsaA vusd /kkfeZd lq/kkjksa ls /keZ ds okLrfod Lo:i dks igpkuus esa ,oa euq"; dh leLr fdz;kvksa ls tksM+us dk iz;kl djsaxsaA
- 2- yksdksfDr;ksa ,oa eqgkojksa dk lgh vFkksZ esa iz;ksx djus dk dkS'ky fodflr gksxkA d[kk vkSj v;/kid ds egRo dks le>dj IEeku dk Hkko tkxsxkA nwjn'kZu i=dkfjrk o nwjn'kZu lekpkj dk mi;ksx thou 'kSyh esa dj ik;saxsaA

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

Moral Value and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO):

CO1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k dk vfuok;Z Kku dks fodflr djsaxsaA

CO2. fo[kFkhZ u dsoy lQy thfodksiktZu djs vfiq lkFkZd l[ke tkx#d ukxfjd cusaA

CO3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions

CO4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination. They will be able to write persuasive resume.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	1	2	
CO 2			1	2		1		
CO 3			1	2			2	1
CO 4		3	2		3		1	2

V: Session Plan: B.Com V Semester

Lo :-lHkh /keksZ ds izfr fo|kfFkZ;ksa ds eu esa lEeku dh Hkkouk tkx`r gksxhA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
	bdkbZ I	uSfrd ewY; fo'o ds izeq[k		
		/keZ ,oa egRoiw.kZ fo'ks"krk,a		
1		fgUnq /keZ	fgUnq /keZ dk vFkZ o mldh fo'ks"krkvksa dks le>k;saxsaA	B.No.01
2		tSu /keZ	tSu /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
3		ckS) /keZ	ckS) /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
4		bZlkbZ /keZ	bZlkbZ /keZ dk vFkZ o bZlkbZ /keZ dh fo'ks"krk,i le>k,xsaA	B.No.01
5		bLyke /keZ	bLyke /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
6		fID[k /keZ	fID[k /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
7			lHkh /keZ ds iz'u mRrj djsaxsaA	B.No.01

Lo :- fo|kFkhZ izd`fr ds izfr tkx:d gksaxs vkSj iqjkud dgkorksa ls ifjfr gksdj mldk mi;ksx djus ds fy, izsfjr gksxsaA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
8		i`Foh dzks/k esa gS	i`Foh dzks/k esa gS ikB dk ifjp; nsdj mldk v;;u djok dj le>k;saxsaA	B.No.I
9			ikB ds oLrqfu"B o y?kq vkSj nh?kZ iz'u mRrj djok;saxsaA	B.No.I

10	bdkbZ II	esjs lg;k=h	ikB dk vFkZ le>kdj iz'u mRrj djok;saxsaA	B.No.I
11		d{kk vkSj v/;kid	ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No.I
12		nwjn'kZu	vrhr vkSj orZeku esa nwjn'kZu dk egRo crk;saxsaA	B.No.I
13		yksdksfDr;jk ,oa eqgkojsa	nwjn'kZu dks egRo crk;sxs yksdksfDr;jk ,oa eqgkojs dk vFkZ o vUrj le>dj djok;saxsaA	B.No.2
Lo : tulapkj ds lHkh ek/;eksa ls ifjfpr gksdj nSfud thou esa bldk mi;ksx djus ds fy, tkx:d gksaxsaA				
14	bdkbZ III	tu lapkj ds ek/;e	fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk vFkZ o egRo dks le>k;saxsaA	B.No.1
15		i=dkfjrk ds fofo/k vk;ke	i=dkfjrk ds fofo/k vk;ke o vFkZ vkSj egRo dks le>k;saxsaA	B.No.1
16			tu lapkj ds ek/;e o i=dkfjrk ds iz'u mRrj djsaxsaA	B.No.1
17		dEI;wVj	dEI;wVj dk vFkZ mldk egRo vkSj gekjs nSfud thou esa mldk egRo le>k;saxsaA	B.No.1
18		jktHkk"kk fgUnh	Hkk"kk dk vFkZ le>kdj jktHkk"kk dk vFkZ o egRo dks le>k,axsaA	B.No.3
19		vuqokn dyk	vuqokn dk vFkZ ifjHkk"kk o mlds izdkjksa dks le>k;saxsaA	B.No.2,3

English

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO:3 The students will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	O Captain ! My Captain!	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		The Last Leaf	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Axe	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Water	Discussion about the author and the topic	B.NO 1

9			Discussion of Question and answer	B.NO 1
CO:4 The students will learn about basic language skills and vocabulary which is very important for proper oral and written communication. They will also learn about the translation.				
LO Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				
14	V	Composition and Paragraph Writing, Translation	The process of paragraph writing.	B.NO.2
15		Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
16		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
17		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3

VI Book References:

Hindi

- 1- Hkk"kk dkS'ky ,oa lapkj lk/ku izdk'ku & e;/izns'k fgUnh xzUFk vdkneh Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku iVuk A
- 3- vfjgUr lkekU; fgUnh vfjgUr lkekU; fgUnh vfjgUr izdk'ku e-iz-A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Moral Value & Language
B.Com. V Sem
Goal: To enhance students' language skills.
Objective: . lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation,

correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Law & Practice****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of individual assesses.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals.

CO2: To know the process of determined residential status.

CO3: Understanding of Heads and types of income.

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		
CO 2								
CO 3						3	3	
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	General Introduction of Indian Income Tax	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Characteristics of income tax	B.N. 2
4		Agriculture Income	Concept of agriculture income	B.N. 2
5			Types of agriculture income	B.N. 2
6			Practical questions of agriculture income	B.N. 2
7			Practical questions of agriculture income	B.N. 2
8		Basic Concepts	Basic definitions- income, casual income, assessment year	B.N. 2
9			Basic definitions- previous year, person, assessee & GTI, TI	B.N. 2
10			Concept & types of exempted income	B.N. 2
11			Continue above exempted income	B.N. 2
12		Residential Status & Tax Laibility	Meaning & rules of residential status	B.N. 2
13			Practical questions of determined residential status	B.N. 2
14			Determined tax liability according to residential status	B.N. 2
15			Practical questions of determined tax liability	B.N. 2
CO: 1,2				
LO: To provide knowledge about types of income and determine the concept of residential status.				
16	2	Income From Salary	Meaning & concept of income from salary	B.N. 1
17			Types of allowances	B.N. 1

18	2	Income From Salary	Types of perquisites	B.N. 1
19			Practical questions of income from salary	B.N. 1
20			Practical questions of income from salary	B.N. 1
21			Practical questions of income from salary	B.N. 1
22			Concept of income from salary (retirement)	B.N. 1
23			Practical questions of income from salary of retired person	B.N. 1
24			Practical questions of income from salary of retired person	B.N. 1
25			Income From House Property	Income from house property	B.N. 1
26		Types of house		B.N. 1
27		Procedure of calculating income from house property		B.N. 1
28		Practical questions of income from house property		B.N. 1
29		Practical questions of income from house property		B.N. 1
30		Practical questions of income from house property		B.N. 1
CO: 1,3				
LO: To enlighten the concept of income from salary & House property.				
31	3	Income From Business and Profession	Meaning & concept of income from business & profession	B.N. 1
32			Procedure of calculate income from business & profession	B.N. 1
33			Formats of income from business & profession, Rates of depreciation & rules	B.N. 1

34	3	Income From Business and Profession	Practical questions of income from business & profession	B.N. 1
35			Practical questions of income from business & profession	B.N. 1
36			Practical questions of income from business & profession	B.N. 1
37		Income From Capital Gains	Meaning & types of capital gain	B.N. 1
38			Capital assets & exemptions	B.N. 1
39			Procedure of calculate capital gain	B.N. 1
40			Practical questions of income from capital gain	B.N. 1
41			Practical questions of income from capital gain	B.N. 1
42			Practical questions of income from capital gain	B.N. 1
43		Income From Other Sources	Meaning & concepts of income from other sources	B.N. 1
44			Types of income & rules of making gross up	B.N. 1
45			Practical questions of income from other sources	B.N. 1
CO: 1,3				
LO: To determine the concept of income from Business & Profession, capital gains and other sources.				
46	4	Set Off and Carry forward of Losses	Meaning & concept of set-off	B.N. 1
47			Rules of losses carry forward	B.N. 1
48			Practical questions of carry forward & set-off losses.	B.N. 1
49		Deduction From GTI	Meaning & types of deductions	B.N. 1
50			Rules regarding deductions	B.N. 1
51			Practical questions of deduction	B.N. 1
52			Practical questions of deduction	B.N. 1
53	4	Clubbing of Income	Concept and Provisions of clubbing of income	B.N. 1
54			Practical questions of clubbing of income	B.N. 1

55	4	Computation of Total Income & Tax Liability of an Individual	Meaning of total income & its procedure	B.N. 1
56			Procedure of tax calculations in various cases	B.N. 1
57			Practical problems	B.N. 1
58			Practical problems	B.N. 1
59			Practical problems	B.N. 1

CO: 1

LO: Enabling the students to have a fair idea on set-off and carry forward of losses, clubbing of income and to determine the concept of assessment of individual.

60	5	Assessment Procedure	Procedure of assessment	B.N. 1
61			Types of assessment, return, pan card & signature	B.N. 1
62		Tax deducted at Sources	Meaning & provisions of tax deducted at sources (TDS)	B.N. 1
63			Practical questions of TDS	B.N. 1
64		Advance Payment of Tax	Meaning & procedure of advance payment of tax	B.N. 1
65			Practical questions of advance payment of tax	B.N. 1
66	5	Income Tax Authorities	Income tax authorities	B.N. 3
67		Appeal, Revision and Penalties	Appeal to the commissioner and appellate tribunal	B.N. 3
68			Appeal to high court & revision by commissioner	B.N. 3
69			Penalties & Prosecutions and its provisions	B.N. 3

CO: 1,4

LO: To provide knowledge about assessment procedure, advance tax, authorities involved and penalties.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Law & Practice			
B.Com. V Semester			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure and representation before appropriate authorities under the law.			
Objective: Able to students understand the various provision of Income Tax Act relating to computation of Income of individual assesses.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Law and Practice	% Students having the desirable understanding of Income Tax Law and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Lesson Plan

Subject: Internet Technology & Introduction to E-Commerce

Session: Jul-Dec

Class: BCOM(CA) – V Sem

I: Objective of course: The objective of this course is to introduce the basic concept of networking, internet concept and introduction to E-commerce.

II: Examination: The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

- CO1 To provide an introduction to the fundamental concept on data communication and the basic knowledge of computer network.
- CO2 To get familiarized with the basic protocol of computer network.
- CO3 To develop an understanding of scope of E-Commerce.
- CO4 To develop an understanding of electronic market and electronic data interchange.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2		2		3	
CO 2	2	2	2				2	
CO 3	2		2			2	2	
CO 4	2		1			2	2	
AVG	2.25	2	1.75		2	2	2.25	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of Networking	Introduction to networking, network topology.	B.N. 4
2			Types of network, network connecting device	
3		Concepts of OSI layer, TCP\IP model	OSI Model concept	B.N.4
4			Different OSI Layer	
5			TCP\IP Model	B.N.4
6			Basic protocol	
7			Introduction to internet & extranet	B.N.4
CO: 1,2				
LO: Students will learn the concept of the different types of network topologies and protocols. Enumerate the layers of the OSI model and TCP/IP. Explain the function(s) of each layer. Identify the different types of network and network devices and their functions within a network.				
8	2	Data Communication:	Different types of data transfer mode	B.N.1
9			Multiplexing	B.N.4
10			Demultiplexing	B.N.4
11			Switching techniques	B.N.4
12			Types of switching techniques	
13			Asynchronous transfer mode	B.N.4
14			STM,Communication services	
15			ISDN	
CO: 1				
LO: Students will be able to understand the basic concepts of data communications including the key aspects of networking and their interrelationship, packet switching, circuit switching, message switching				
16	3	Internet Concept	History of internet advantage & disadvantage of internet	B.N.2
17			WWW	B.N.2
18			IP addressing	
19			DNS,	B.N.4
20			FTP SMTP	
21			TCP and its concept	
22			User datagram protocol	
23		Web browser & search engine	B.N.4	

24			Introduction & working of e-mail	B.N.4
25			HTTP protocol	B.N.4
CO: 2				
LO: Students will learn basic concept of main protocols such as HTTP, FTP, SMTP, TCP, UDP, and IP.				
26	4	Overview of E-commerce Technologies	define E-commerce, types of E-commerce	B.N.5
27			Application of E-commerce	
28			Advantage & disadvantage of E-commerce	
29			Features and infrastructure of E-commerce	
30			Different E-commerce website	
31			Traditional E-commerce	
CO: 3				
LO: Students will know the concept of E-commerce, types of E-commerce and describe the features of e-commerce technology.				
32	5	Overview of E-banking system	Electronic data interchange	B.N. 6
33			Overview of E-payment system	B.N. 6
34			Different type of EPS	B.N. 6
35			Risk & different fraud in EPS	
CO:4				
LO: Students will learn the concept of E-commerce payment system, different type of EPS, structure of EPS, Understand key security issues of e-commerce and define how Electronic data interchange.				

VI: Book References:

1. Data & Network Communication by Michael A. Miller
2. Understanding of Data Communication & Networks by William A. Shay
3. A.S.Tanenbaum, "Computer Network", 4th addition, PHI
4. Forouzan "Data Communication and Networking 3ed", TMH
5. E-commerce An Indian Perspective, P.T. Joseph, S.J.PHI
6. Electronic commerce; Greenstein, Merylin Tata Mc Grew Hill

VII: Notes:

1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Internet Technology & Introduction to E-Commerce			
BCOM V Sem			
Goal: Students develop the ability to understand the relevance of computers in our society, to provide basic knowledge of networking with application to various fields of information technology and its role in Business today.			
Objective: Students Gain the ability to design reliable wireless networks and to learn the way to model and analyze the structural performance for some commonly used in business network architectures and understand the e-commerce.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about networking technology, basic concept of protocols and working principles of models and E-commerce concept.	% Students having the basic concept of networking and E-commerce.	% Students having understanding about protocol and E-commerce	% Students Need More Efforts for concept of internet technology.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Management Accounting****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities

CO2: Apply and analyze different types of activity-based management tools through the preparation of estimates.

CO3: Analyze cost-volume-profit techniques to determine optimal managerial decisions.

CO4: Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2		2		2
CO 2			3	2				
CO 3	2	2				2		2
CO 4		2	2				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Management accounting and its introduction	Introduction of Subject	B.N. 2
2			Syllabus Discussion	B.N. 2
3			Meaning and definition of Management accounting	B.N. 2
4			Essentials of Management accounting	B.N. 2
5			Scope of Management accounting	B.N. 2
6			Objectives of Management accounting	B.N. 2
7			Functions of management accounting	B.N. 2
8			Difference between Management, Financial and Cost Accounting	B.N. 2
9			Tools and Techniques of management accounting	B.N. 2
10			Need and significance of Management accounting	B.N. 2
11			Role of management accounting in decision making	B.N. 2
CO: 1				
LO: To enlighten the students thought and knowledge on management Accounting.				
12	2	Financial Statements Analysis	Meaning and limitations of financial statement	B.N. 2
13			Objectives and methods of financial statement analysis	B.N. 2
14			Practical problems of Common Size income statement	B.N. 2
15			Practical problems of Common Size Balance Sheet	B.N. 2
16			Practical problems of Comparative Income statement	

17	2		Practical problems of Comparative Balance Sheet	
18		Ratio Analysis	Ratio analysis - Interpretation of the ratio	B.N. 2
19			Guidelines for use of ratios, Importance, limitations	B.N. 2
20			Classification of Ratio	B.N. 2
21			Advantages & Limitations of ratio analysis	B.N. 2
22			Practical problems of Ratio analysis	B.N. 2
23			Practical problems of Ratio analysis	B.N. 2
24			Practical problems of Ratio analysis	B.N. 2
25			Practical problems of Ratio analysis	B.N. 2
CO: 2				
LO: Helps to give proper idea on financial statement analysis in practical point of view.				
26	3	Fund Flow Analysis	Concept and advantages of Fund flow analysis	B.N. 3
27			Limitation and methods of Fund flow analysis	B.N. 3
28			Rules regarding preparation of Fund Flow Statement	B.N. 3
29			Practical problems of Fund Flow analysis	B.N. 3
30			Practical problems of Fund Flow analysis	B.N. 3
31			Practical problems of Fund Flow analysis	B.N. 3
32			Practical problems of Fund Flow analysis	B.N. 3
33			Practical problems of Fund Flow analysis	B.N. 3
34			Practical problems of Fund Flow analysis	B.N. 3
35			Cash Flow Analysis	Concept and advantages of Cash flow analysis	B.N. 3

36	3	Cash Flow Analysis	Limitation and methods of Cash flow analysis	B.N. 3
37			Rules regarding preparation of Cash Flow Statement	B.N. 3
38			Difference between Fund flow and Cash flow statement	B.N. 3
39			Practical problems of Cash Flow analysis	B.N. 3
40			Practical problems of Cash Flow analysis	B.N. 3
41			Practical problems of Cash Flow analysis	B.N. 3
42			Practical problems of Cash Flow analysis	B.N. 3
43			Practical problems of Cash Flow analysis	B.N. 3

CO: 2,4**LO:** To introduce the concept of fund flow and cash flow statement.

44	4	Marginal Costing	Concept and types of Absorption and Marginal costing	B.N. 3
45			Marginal and differential costing as a tool for decision making.	B.N. 3
46			Practical problems of marginal costing	B.N. 3
47			Practical problems of marginal costing	B.N. 3
48			Practical problems of marginal costing	B.N. 3
49		Break Even Analysis	Meaning of Break even analysis. Limitation, assumption and use of break even analysis	B.N. 1
50			Practical problems of break even analysis	B.N. 1
51			Practical problems of break even analysis	B.N. 1
52			Practical problems of break even analysis	B.N. 1

CO: 3**LO:** To develop the know-how and concept of marginal costing with practical problems.

53	5	Budgetary Control	Meaning of Budget and budgetary control	B.N. 1
54			Objectives, merits and limitations of budgetary control	B.N. 1

55	5	Budgetary Control	Types of budget	B.N. 1
56			Practical problems of flexible budget	B.N. 1
57			Practical problems of flexible budget	B.N. 1
58			Practical problems of Cash budget	
59			Practical problems of Cash budget	B.N. 1
60		Management audit & responsibility accounting	Meaning and concept of Management Audit	B.N. 3
61			Procedure of management audit	B.N. 3
62			Concept of Responsibility accounting	B.N. 3
63			Procedure of accountability of responsibility	B.N. 3
64		Management Reports	Meaning and concept of Management reports	B.N. 3
65			Types of reports	B.N. 3
66			Qualities of a good report	B.N. 3
67			Revision	
68	Revision			
69	Revision			
CO: 1,4				
LO: To provide knowledge about budget control keeping in mind the scope of the concept and preparation of management report.				

Note : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nirmal Jain, Management Accounting, Nakoda Publication, 2009.
2. Dr. K.L. Gupta, Management Accounting, Sahitya Bhawan Publications, 2018.
3. Dr.Sharma, Mehta, Brahmhatt, Management Accounting, Devi Ahilya Publications, 2018.
4. S.P. Gupta, Accountig for managers, Sahitya Bhawan Publication.
5. Dr. JK Agrawal, management accounting, Ramesh Book Depo, 2016.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Management Accounting			
B.Com. V Semester			
Goal : Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities; Apply and analyze different types of activity-based management tools through the preparation of estimates; Analyze cost-volume-profit techniques to determine optimal managerial decisions; Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.			
Objective: The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management account.	% Students having the desirable understanding of Management account.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Auditing**Session: Jan-June****Class: B. Com. VI SEM. (Pass course)**

I: Objective of course: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO 1: Able to understand and familiarize with the principles, procedure and techniques of Auditing.

CO 2 :Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities

CO3: Able to understand the duties and responsibilities of Company Auditor, Auditor's report and Vouching.

CO 4 : Get knowledge about Investigation and able to understand the process of special audit Banking, Insurance, Educational and Non -Profit Institution..

t Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4	2	1						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction ,Meaning & Objectives of auditing ,Types of Audit ,Internal Audit Audit Process, Audit program, ,Audit & Books working papers & evidences ,Preparation before commencing of audit .	Introduction & Origin of Auditing.	B. N. 2
2			Definition & Scope of Auditing.	B. N. 2
3			Book –keeping, Accountancy and Auditing.	B. N. 3
4			Qualities of an Auditor.	B. N. 3
5			Objectives of Auditing.	B. N. 2
6			Types of Audit.	B. N. 1
7			Audit program.	B. N. 1
8			Audit and books.	B. N. 1
9			Errors and types of error.	B. N. 1
10			Advantages of Audit.	B. N. 1
11			Limitations of Audit.	B. N. 2
12			Characteristics of Internal Audit.	B. N. 1
13			Auditor’s duty.	B. N. 1
14			Preparation before Audit.	B. N. 3
15			Advantages and disadvantages of Audit program.	B. N. 3
16			Audit note –book.	B. N. 2
17			Audit Evidence .	B. N. 2
18			Purpose of working paper.	B. N. 2
CO: .1				
LO: Capable to understand objectives , types of Audit & Audit books .				

19	2	Internal Check system-routine checking ,Internal check & test checking ,Internal control & audit procedure .	Meaning of Routine checking.	B.N. 4
20			Advantages and disadvantages of routine checking.	B. N. 4
21			Test checking or selective verification.	B. N. 2
22			Advantages and disadvantages of test checking.	B. N. 2
23			Meaning and introduction of Internal control.	B. N. 1
24			Characteristics and division of internal control.	B. N. 1
25			Basic principles of Internal control.	B. N. 1
26			Meaning of Internal Check.	B. N. 3
27			Objectives of Internal Check.	B. N.2
28			Audit procedure.	B. N. 2

CO:1**LO** : Get knowledge about Internal Check system & Audit procedure .

29	3	Vouching, Verification of assets & liabilities	Meaning & introduction of Vouching	B. N. 1
30			.Vouching of Cash book.	B. N. 1
31			.Vouching of Cash payments.	B. N. 1
32			Vouching of impersonal ledger.	B. N. 1
33			Introduction of Verification of Assets & Liabilities'	B. N. 1
34			Classification of Assets.	B. N. 1
35			Verification of different types of Assets.	B. N. 1
36			Valuation of Stock : Some basic principles.	B. N. 1
37			Work in progress and Auditor's duty.	B. N. 1
38			Verification of liabilities.	B. N. 1
39			Verification of liabilities.	B. N. 1

40			Verification of Loans and Advances..	B. N. 1
41			Bank Overdraft.	B. N. 1
42			Auditor’s duty.	B. N. 1
CO :2				
LO:. Practical knowledge of Vouching, Verification of Assets and liabilities.				
43	4	Company auditors –Qualification & disqualification, Appointment – Removal, remuneration, Rights, Duties & Liabilities.	Qualification of a Company Auditor. & profits v/s divisible profits	B.N.3
44			Disqualification of a Company Auditor.	B.N.3
45			Appointment of Company Auditors.	B.N.3
46			Removal of Auditor.	B.N.3
47			Remuneration and status of an Auditor.	B.N.3
48			Rights /Powers of an Auditor.	B.N.3
49			Duties of an Auditor.	B.N.3
50			Meaning of profit & profits v/s divisible profits.	B.N.3
51			Profits v/s divisible profits.	B.N.3
52			Declaration and payment of dividend.	B.N.3
53			Contents of the Audit Report.	B.N.3
54			Form of Audit Report.	B.N.3
55			Clean or Unqualified Report.	B.N.3
56			Qualified Report.	B.N.3
CO :3				
LO: Get the knowledge of Company Auditors duties responsibilities.& Report.				
57	5	Investigation – Objective ,Difference	Meaning and essentials for Investigation.	B.N.1
58			Process of Investigation.	B.N.1

59	between audit & Investigation ,Process of investigation ,Special audit of banking companies ,Educational ,Non profit institutions & Insurance companies	Scope and types of Investigation.	B.N.1
60		Objects of Investigation.	B.N.1
61		Difference between Audit and Investigation.	B.N.1
62		Audit of Banking Companies.	B.N.1
63		Audit of Educational Institutions.	B.N.1
64		Audit of Non- Profit Organizations’.	B.N.2
65		Audit of General Insurance Companies.	B.N.2
CO :4			
LO : get knowledge about investigation and able to understand the procedure of special audit of banking, insurance, education and non -profit Institution.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. T. R. Sharma . Auditing , Sahitya Bhawan Publications.
2. B.N. Tandon , Principles of Auditing, S. Chand & Company.
3. Auditing , Ramesh Book Depot.
4. Awasthi and Tripathi , Auditing, M.P. Granth Academy.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Auditing
B.Com. VI SEM. (Pass Course)
Goal: Students develop the ability to understand and familiarize with the principles, procedure and techniques of Auditing .Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.
Objective: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Auditing..	% Students having the desirable understanding of Auditing..	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jan-June****Class: B.Com. VI th Semester****I: Objective of course:** To understand fundamental components of a computer, and work on worksheet making power point representation and use of protocol..**II: Examination:** The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 Students gain knowledge in the basic concepts of word processing
- CO2 Build skills to develop basic applications and develop power point .representation
- CO3 Understand and code Event-Driven procedures with protocols
- CO4 Develop a GUI which is capable store and retrieve data from worksheet

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2						2		3
CO 3				3				2
CO 4	2					3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Word processing	Introduction to word processing	B.N. 1
2			Ms word, features saving and operating multi documents	B.N.4
3			Printing document of file	
4			Formatting documents	B.N4
5			Text and paragraph	B.N.2
CO: 2				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
6	2	worksheet	Worksheet basic	B.N.1
7			Creating worksheet heading information	B.N.1
8			Data text	B.N.2
9			Operating and moving around in an existing worksheet	B.N.2
10			Toolbar and meenu	B.N.1
11			Working with formulas	B.N.2
12			Coping with formulas	B.N.2
CO: 4				
LO: Student will learn programming terminology and how to use worksheet.				
13	3	Introduction to power point	Features and various versions	B.N.2
14			Creating presentation	B.N.2
15			Working with sliders	B.N.2
16			Editing and formatting text	B.N.2
17			Find and replace text	B.N.2
CO: 2				
LO: Student will be able to develop an application with power point representation.				

18	4	Power point 2	Footer paragraph formating	B.N.2
19			Printing presentation	B.N.2
20			Interesting object drawing	B.N.2
21			Slider sorter	B.N.2
22			Clipart picture	B.N.2
23			Pick and go wizard	B.N.2
CO: 1				
LO: Student will be able to develop an interactive application by using forms and their various events, methods and procedures.				
24	5	protocol	Evolution protocol	B.N. 2
25			Dialup connectivity	B.N. 2
26			Domain names	B.N. 2
27			Portals emails	B.N. 1
28			Computer virus	B.N. 1
CO:3				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com VIth Semester			
Goal : Students have the ability to understand fundamental components of a computer, making the power point representation and use of protocol.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Indirect Tax**Session: Jan-June****Class: B.Com. VI Semester (III Year)**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty & its classification. To Understand the valuation rules under central excise act.

CO2: Make the students familiarizes with the concept of Custom Duty and its provisions. It give more practical knowledge to computation of assessable value & calculation of Custom Duty.

CO3: Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT.

CO4: Make the students familiarizes with the concept of Service Tax and its provisions. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3		1	3	2	1
CO 2		3	3		1	3	2	1
CO 3								
CO 4		2	3		1	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Central Excise Duty	Central Excise Duty : Concept & Important Definitions Goods, excisable goods, manufacturer etc.	B.N.2
2		Registration Procedure in Central Excise	Registration Procedure in Central Excise	B.N.2
3		Classification of Goods	Classification of Goods in Central Excise	B.N.2
4			Methods of valuation of excisable goods	B.N.2
5		Advalorem Duty	Advalorem Duty - Numerical	B.N.2
6			Advalorem Duty - Numerical	B.N.2
7			Advalorem Duty - Numerical	B.N.2
8			Advalorem Duty - Numerical	B.N.2
9			Advalorem Duty - Numerical	B.N.2
10			Advalorem Duty - Numerical	B.N.2
11		MRP Based Valuation	MRP Based Valuation – Numerical	B.N.2
12			MRP Based Valuation – Numerical	B.N.2

CO: 1

LO: To understand the Concept of Central Excise Duty and Determination of Assessable Value under Central Excise and Excise Duty.

13	2	Custom Duty: Introduction custom duty.	Concept & Important Definitions	B.N.2
14		Nature of Customs Duty	Nature of Customs Duty	B.N.2
15		Types of Customs Duty	Types of Customs Duty, Numerical – Customs Duty	B.N.2
16		Prohibition under Customs Duty	Prohibitions on Import & Export	B.N.2
17		Valuation rules, computation of assessable value	Numerical – Customs Duty	B.N.2
18			Numerical – Customs Duty	B.N.2

19		and calculation of	Numerical – Customs Duty	B.N.2
20			Numerical – Customs Duty	B.N.2
21			Numerical – Customs Duty	B.N.2
22			Numerical – Customs Duty	B.N.2

CO: 2

LO: To understand the Concept of Custom Duty and Determination of Assessable Value under Custom Act and Custom Duty.

23	3	Central Sale Tax: Introduction	Introduction of Central Sales tax & its objectives	B.N.2
24		important definitions,	Important terms & definitions, Appropriate State with Example	B.N.2
25		provisions relating to interstate sales.	Provisions of interstate sales against declaration- Form-C,D, F,H,I E-I & EII. & Rates of Central Sales Tax	B.N.2
26		Determination of gross sales and taxable turnover.	Numerical- Rates of CST	B.N.2
27			Numerical- Rates of CST	B.N.2
28			Numerical- Rates of CST	B.N.2
29			Determination of Gross turnover & taxable sales	B.N.2
30			Numerical - CST	B.N.2
31			Numerical - CST	B.N.2
32			Numerical - CST	B.N.2
33			Numerical - CST	B.N.2
34			Numerical - CST	B.N.2
35			Numerical - CST	B.N.2

CO: 3

LO: To understand the Concept of Central Sales tax and Determination of Taxable Turnover under Central Sales tax and Tax payable.

36	4	M.P. VAT: Introduction, important definitions	Definitions & Features of VAT System, Important definition u/s 2	B.N.2
37		Registration and licensing of dealers	Registration of Dealer under VAT, Procedure for Registration Under VAT	B.N.2

38		Impact of to be or Not registered & Forms	B.N.2
39	Tax free goods	Exempted goods from VAT,	B.N.2
40	Assessment procedure, computation of taxable turnover and VAT. Investment Account	Rates of M.P.VAT	B.N.2
41		Taxable turnover under VAT, Numerical	B.N.2
42		Numerical - VAT	B.N.2
43		Numerical - VAT	B.N.2
44		Numerical - VAT	B.N.2
45		Numerical - VAT	B.N.2
46		Numerical - VAT	B.N.2
47		Numerical - VAT	B.N.2
48		Numerical - VAT	B.N.2

CO: 3**LO:** To understand the Concept of M.P. VAT and Determination of Taxable Turnover under M.P. VAT and Tax payable.

49	5	M.P. VAT- Tax payment and recovery of tax.	Filling of returns by Dealer- Sec 18	B.N.2
50			Provisions relating to Assessment under VAT	B.N.2
51			Payment of Tax, Refund of Tax & Recovery of Tax	B.N.2
52		Input tax rebate.	Input Tax rebate & Inventory rebate	B.N.2
53			Numerical - Input Tax rebate & Inventory rebate	B.N.2
54			Numerical - Input Tax rebate & Inventory rebate	B.N.2
55			Numerical - Input Tax rebate & Inventory rebate	B.N.2
56		Authorities: powers and duties.	VAT Authorities – Power of VAT Authorities	B.N.2
57			Duties of VAT Authorities	B.N.2
58		Appeal and	Appeal & Revision procedure under VAT	B.N.2

		revision.	
59		Difficulties in VAT.	Difficulties in implementation of VAT. B.N.2
60		Service Tax: Introduction, objectives	Meaning, Objectives & Scope of Service Tax B.N.1
61			Exemption limit in Service Tax B.N.1
62		Main provisions	Main provisions of Service Tax liability B.N.1
63			Registration & payment B.N.1
64			Numerical - Tax liability under Service Tax B.N.1
65			Numerical - Tax liability under Service Tax B.N.1
66			Service Tax – Assessment procedure B.N.1
67			Service Tax credit B.N.1
68		Assessment procedure and computation of service tax.	Service Tax - provisions relating to interest & penalty B.N.1
69			Valuation of Taxable Services – Rules B.N.1
70			Numerical - Service Tax B.N.1
71			Numerical - Service Tax B.N.1
72			Numerical - Service Tax B.N.1
73			Numerical - Service Tax B.N.1
CO: 3,4			
LO: To understand M.P.VAT Payment & Recovery of Tax, Input Tax Rebate, Authorities. To understand the Concept of and Determination of Taxable Services under Service Tax and Tax payable.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxes, H.C. Mehrotra, SBP, Agra, 2017
2. Indirect Tax, , SPP, Indore, 2018
3. Indirect Taxes Law and Practice, , Texmann, 2012

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax			
B.Com. VI Semester			
<p>Goal : To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty. To Understand the valuation rules under central excise act. Make the students familiarizes with the concept of Custom Duty. It give more practical knowledge to computation of assessable value & calculation of Custom Duty. Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT. Make the students familiarizes with the concept of Service Tax. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.</p>			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Indirect Tax	% Students having the desirable understanding of Indirect Tax.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

IPS ACADEMY, DEPARTMENT OF COMMRC , INDORE

Lesson Plan

Subject: VISUAL BASIC

Session: Jan-June

Class: B.Com 6 SEM <computer application>

I: Objective of course:

The objective of this subject is to help students to understand concept of event driven programming so that student can develop basic applications using visual basic.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

1. Students gain knowledge in the basic concepts of event driven programming.
2. Build skills to develop basic applications using VB.
3. Understand and code Event-Driven procedures.
4. Develop a GUI which is capable store and retrieve data by using VB with MS-Access.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				1			3	
CO 2				2				3
CO 3				1			1	
CO 4					2			1
Avg				1.34	2		2	2

V: SESSION PLAN

Lecture no.	Unit no.	TOPIC	Sub Topic	Reference
1.	UNIT 1	INTRODUCTION TO GUI AND BASIC VB CONTROLS	Introduction to GUI and event driven programming	B.N 1
2.			Introduction to visual basic	B.N 1
3.			Basic VB controls: text box and forms, buttons	B.N 1
4.			Basic VB controls: list box and label	B.N 1
5.			Basic VB controls: combo box, check box	B.N 1
6.			Properties of basic controls	B.N 1
7.			Events related to above controls	B.N 1
8.			Events related to above controls	B.N 1
CO 1				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
9.	UNIT 2	VARIABLES,OPERATORS,DATA TYPES	Declaring variables	B.N 2
10.			Scope of variables	B.N 2
11.			Data types	B.N 2
12.			VB operators and their precedence	B.N 2
13.			Declaring functions	B.N 2
14.			Introduction to menu editor	B.N 2
CO 2				
LO: Student will learn programming terminology and how to them by applied using Visual Basic (e.g., variables, naming conventions and scope along with operators).				
15.	UNIT 3	CONTROL CONSTRUCTS	Control statement : If,if else and nested if,nested if else	B.N 1
16.			Control structures: do while loop	B.N 1
17.			Control structures: while loop	B.N 1
18.			Control structures: for loop	B.N 1
19.			Implementing control constructs using option button and check boxes	B.N 1
20.			Displaying message in message box.	B.N 1
21.			Testing validity of input data	B.N 1
CO 3				
LO: Student will be able to develop an application using decision control statements and structure				

22.	UNIT 4	VB FORM	Introduction to forms and its types	B.N 2
23.			Form properties	B.N 2
24.			Form events	B.N 2
25.			Adding various form	B.N 2
26.			Loading and hiding of forms	B.N 2
27.			Me keyword, referring to objects on forms	B.N 2
CO 1,2				
LO: Student will be able to develop an application using decision control statements and structures.				
28.	UNIT 5	DATABASE HANDLING	Introduction to database handling	B.N 1
29.			Creating database files using MS-Access	B.N 1
30.			Using data control and setting its properties	B.N 1
31.			Using data control with forms, combo box	B.N 1
32.			Using data control with list box	B.N 1
33.			Updating records using VB as front end	B.N 1
34.			deleting records using VB as front end	B.N 1
35.			Retrieving records using VB as front end	B.N 1
CO 4				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database				

VI: Book References:

1. Jeffrey R. Shapiro "The Complete Reference Visual Basic .NET" Tata Mcgraw Hill (2002 Edition).
2. Steven Holzner "Visual Basic .NET Black Book" Wiley Dreamtech Publication.
3. Teach yourself visual basic – sams <tech media>
4. Programming with visual basic: vikas publications.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: VISUAL BASIC

Class: B.Com 6 SEM <computer application>

Goal : Students develop the ability to understand data driven programming. Topics include introduction to event driven programming using visual basic as programming language

Objective: The objective of this subject is to help students to understand concept of event driven programming so that student can develop basic applications using visual basic..

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students understands what event driven programming is and how to implement it in visual basic. And can basic develop application using it.	Students understands what event driven programming is and how to implement it.	Students having understanding about event driven programming.	Students Need More Efforts to understand event driven programming.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Subject : Moral Value And Hindi language and English

Session: Jan-June

Class :B.Com VI Semester

I: Objective of Course :

1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA
2. fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirg lkFkZd] l{ke tkx:d ukxfjd cusA

Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

The faculty member will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 50 marks having theory and have 3 sections A, B and C.

Moral values and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO) :

1. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZlr vkRefo'okl o laizs"kh;rk dh 'kfDr iznku djsu esa vk/kkj ikB~;dhe dh lajpuk vR;ar vk/kkjHkwr ladYiuk dh Hkwfedk vnk djsxhA
2. fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk mi;ksx lgh rjhds ls dj ik;saxsaA
3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions.
4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination

IV : Po-Co Mapping : HIGH-3, MEDIUM-2, LOW-I

	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Co 1							1
Co 2				2			
Co 3	1	2					
Co 4		1				2	

V: Session Plan: VI Semester

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
1	bdkbZ I	ikB~;dze ifjp;	ikB~;dze ij ppkZ	
2		lR; ds lkFk esjs iz;ksx	egkRek xak/kh dh vkRedFkk ds ek;/e ls dqN fo'ks" k laLej.kksa ij ppkZ	B.No.01
3.			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-1 First Assignment				
Lo- lEiw.kZ ikB~;dze esa ifjpr gksxsaA egkRek xak/kh dh vkRedFkk ds ek;/e ls egkRek xak/kh ds thou ls ifjpr gksxsaA				
4.	bdkbZ II	vkRe fuHkZjrk	vkRefuHkZjrk dk vFkZ] ykHk	B.No.01
5.			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
6		xwyj ds Qwy	xwyj ds Qwy] fuca/k dk lkjak'k] ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
7			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-2 First Assignment				
Lo-- vkRe fuHkZjrk dks thou esa viuk,axsa rFkk izd`fr ls ifjpr gksxsaA				
8	bdkbZ II	e;/izns'k dh yksddyk,Wa	c?ksy[kaM] cqansy[kaM dh yksddykvksa dk ifjp;	
9		ekyoh] fuekM+h yksd dykvksa dk ifjp;		
10			vuqlwfr tu tkfr dh yksddykvksa dk ifjp;] iwjs ikB ds iz'uksa ij ppkZ] ifjpr gksxsaA	B.No.01
Lo- e;/izns'k dh yksddykvksa ls ppkZ ifjpr gksxsaA				
11	bdkbZ II	e;/izns'k yksd lkfgR;	yksd lkfgR; dk vFkZ] yksd lkfgR; dk oxhZdj.k	B.No.01
12			c?ksyh] cqnsayh] ekyoh] fuekM+h] yksd lkfgR; dk ifjp;	B.No.01
13 14		i= ys[ku	izk:i.k] fVli.k] vkns'k] dk ifjp; ifji=] Kkiu, vuqLekjd dk ifjp;	B.No.01 B.No.02
15 16		iwNks u izkr dh ckr vkt	iwNksu izkr dh ckr vkt dk lkjak'k ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01 B.No.01
17		xsgwj; cuke xqyk	xsgwj; cuke xqyke] fuca/k dk	B.No.01

18	bdkbZ III		lkjak'k] xsgw] cuke xqyke] fuca/k ds iz'uksa ij ppkZ	B.No.01
19 20		nwjHkk"k vkSj eksckby	nwjHkk"k izfof/k] fodkl] nwjHkk"k vkSj VsyhxzkQ	B.No.01 B.No.01
21	bdkbZ III		eksckbZy dk ifjp:] vuqiz;ksx eksckby ojnku ;k vfHk'kki	B.No.01 B.No.01
22		e;/izns'k dh fp=x.k ewrhZ dyk] ,oa LFkkiR;	e;/izns'k dh fp=dyk] ewrhZdyk] LFkkiR; dyk dk ifjp;	B.No.01 B.No.01
23 24		dyk fgUnh dh 'kCn IEink	ikB ls lacaf/kr iz'uksa ij ppkZ i;kZ;okph] 'kCn;qXe ,oa foykse 'kCnksa ds vFKZ rFkk ikB ls lacaf/kr egRoiw.kZ iz'uksa ij ppkZ	B.No.01 B.No.02 B.No.02
Lo-- nwjHkk"k] eksckby ls ifjpr gksxsA e;/izns'k dh fp=dyk] ewrhZdyk rFkk fgUnh dh 'kCn IEink esa ifjpr gksxsA				

English Session Plan

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO: 3 The student will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text.				
LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	Stopping By Woods on a Snowy Evening	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		Communication Education and Information Technology	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Gif Of Maggi	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Cherry Tree	Discussion about the author and the topic	B.NO 1
9			Discussion of Question and answer	B.NO 1
CO:4				
LO: Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
10		Translation	Translation of passage English to Hindi and Hindi to English	B.NO.2
11		Email-Writing	Format and Importance of Email writing	B.NO 3

12	V	Power Point Presentation	Elements of power point presentation skills and its role in today's scenario	B.NO 2,3
13		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 4,5
14		Sentence Correction	Common Errors will be dealt.	B.NO 3

VI Book References:

Hindi

- 1- uSfrd ewY; vkSj Hkk"kk %& e/;izns'k fgUnh xzaFk vdkneh] Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku] iVuk A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Moral Values and Language			
B.Com.VI Semester			
Goal: To Develop Hindi Language.			
Objective. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo[kFkhZ u dsoy lQy thohdksiktZu djsa vfirQ lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

DEPARTMENT OF COMMERCE, IPS ACADEMY

PROGRAM OUTCOME

B.Com. (Foreign Trade)

1. This program could provide well tainted professionals for the industries, banking sectors, insurance companies, financing companies, Transport agencies, warehousing etc. to meet the well trained men power requirements. The graduates will get hands on experience in various aspects acquiring skills for marketing manager, selling managers, overall administration abilities of the companies.
2. After completing this course they can become a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary teacher, professor, stock agents and get govt. jobs easily.
3. The course offer the number of value based and job oriented courses (Industry visit, summer training) ensures that students are trained can get aware about the present scenario of the world.
4. Create a base to compete and participate and gain leadership positions in organizations at National and International levels
5. Through this course department is putting efforts to nurture entrepreneurial skills and capabilities.
6. The Bachelor of commerce (Foreign trade) equips the students with the knowledge which is vital and helps them to participate in the fast changing world.
7. Provides conceptual knowledge of various business laws and policies.
8. The program provides strong foundation by making students aware of export documents, financing, marketing and shipping to start with their business.

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Mathematics****Session: July-June****Class: B.Com. I year Pass Courses**

I: Objective of course: The objective of this course is to teach the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: have basic knowledge in the areas of business calculus and financial mathematics

CO2: be able to work with simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.

CO3: be able to understand and use equations, formulae, and mathematical expressions and relationships in a variety of contexts

CO4: apply the knowledge in mathematics (matrices, percentage, ratio- proportion, averages) in solving business problems

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			2	2		
CO 2		2			2	2	2	2
CO 3		2		2	2	2		
CO 4	3			2	2	3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Ratio – gaining and Sacrificing Ratio, proportion, Percentage, Commission, Discount and Brokerage	Ratio- Meaning, features and types of ratio.	B.N.4
2			Ratio related to partnership	B.N.4
3			Profit sharing ratio, Sacrificing ratio & Gaining ratio.	B.N.4
4			Ratio Short numerical questions.	B.N.4
5			Ratio- Long numerical questions	B.N.4
6			Ratio- Long numerical questions	B.N.4
7			Ratio- Long numerical questions	B.N.4
8			Proportion- Meaning, rules & kinds.	B.N.4
9			Problems related to Inverse & compound proportion.	B.N.4
10			Problems related to continued & direct proportion	B.N.4
11			Percentage- Rules & numerical.	B.N.1
12			Percentage- Numerical.	B.N.1
13			Percentage- Numerical	B.N.1
14			Commission- Calculation of different types of commission	B.N.1
15			Commission- Practical Problems	B.N.1
16			Commission- Practical Problems	B.N.1
17			Discount & Brokerage- Meaning and different types.	B.N.1
18			Practical problems regarding Discount & brokerage.	B.N.1
19			Practical problems regarding Discount & brokerage.	B.N.1
CO: 1, 4				
LO: Able to solve different problems regarding ratio and percentage.				
20	2	Simultaneous Equations – Meaning,	Simultaneous Equations- Methods of solving equations.	B.N.3
21			Problems relating to Number and Fraction.	B.N.3

22		Characteristics, Types and Calculations. Preparation of invoice.	Problems relating to Age.	B.N.3
23			Solving Miscellaneous Problems.	B.N.3
24			Solving Miscellaneous Problems.	B.N.3
25			Solving Miscellaneous Problems.	B.N.3
26			Preparation of Invoice- Meaning & advantages.	B.N.3
27			Objects and methods of preparing Invoice.	B.N.3
28			Kinds or types of Invoices	B.N.3
29			Preparation of Invoice- Practical Questions.	B.N.3
30			Preparation of Invoice- Practical Questions.	B.N.3
31			Preparation of Invoice- Practical Questions.	B.N.3
32			Preparation of Invoice- Practical Questions.	B.N.3
CO: 2,3				
LO: Framing and solving equations, Invoice preparation.				
33	3	Elementary Matrices – Definitions and Calculations, Types of Matrices.	Elementary Matrix- Meaning and Definitions	B.N.4
34			Elementary Matrix- Rules regarding calculations.	B.N.4
35			Types of Matrix.	B.N.4
36			Addition of Matrices.	B.N.4
37			Subtraction of matrices.	B.N.4
38			Multiplication of a matrix – Procedure.	B.N.4
39			Multiplication of a matrix by a Scalar or constant.	B.N.4
40			Solving Numerical questions of Matrix	B.N.4
41			Solving Numerical questions of Matrix	B.N.4
42			Solving Numerical questions of Matrix	B.N.4
43			Word problems regarding Matrices.	B.N.4
44			Word problems regarding Matrices	B.N.4

45			Word problems regarding Matrices	B.N.4
CO: 4				
LO: Conceptual knowledge of Matrices				
46	4	Logarithms and Antilogarithms- Principles and Calculations, Simple and Compound Interest.	Logarithms and their application.	B.N.1
47			Rules of conversion of simple sums into logarithms.	B.N.1
48			Antilogarithm- Method and Rules.	B.N.1
49			Numerical questions of logarithms.	B.N.1
50			Numerical questions of logarithms.	B.N.1
51			Simple Interest- Formulas and Calculation.	B.N.1
52			Simple Interest- Practical Problems.	B.N.1
53			Simple Interest- Practical Problems.	B.N.1
54			Simple Interest- Practical Problems.	B.N.1
55			Compound Interest and Simple interest.	B.N.1
56			Calculation of compound Interest.	B.N.1
57			Calculation of compound Interest - Practical's.	B.N.1
58			Calculation of compound Interest - Practical's.	B.N.1
59			Calculation of compound Interest – Practical's.	B.N.1
60			Calculation of compound Interest - Practical's.	B.N.1
CO: 2				
LO: Able to calculate interest with the help of log table				
61	5	Averages- Simple, Weighted and Statistical Averages, Arithmetic Mean, Harmonic mean, Geometric mean. Profit and loss.	Profit & Loss- Meaning & important Formulae	B.N.5
62			Practical questions related to profit & loss.	B.N.5
63			Practical questions related to profit & loss.	B.N.5
64			Practical questions related to profit & loss.	B.N.5
65			Practical questions related to profit & loss.	B.N.5
66			Calculation of simple averages.	B.N.2

67		Calculation of Weighted averages.	B.N.2
68		Calculation of arithmetic mean.	B.N.2
69		Calculation of harmonic mean	B.N.2
70		Calculation of Geometric mean	B.N.2
CO: 1,4			
LO: Knowledge of statistical averages, finding out profit & loss.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Business mathematics, Sahitya Bhawan Publication.
2. C. Sancheti, Business Math's, S.Chand Publishing House.
3. Ramesh Mangal, Business mathematics, Satish Printers and publishers.
4. Sanjay Mehta, Business Mathematics, Devi Ahilya Prakashan.
5. M. Raghavachari, Mathematics for Management, tata mcgraw hill publishers.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
B.Com. I Year			
Goal: Students develop the ability to work simple and compound interest, annuities, pricing, invoice preparation, trade discounts, taxes, and depreciation problems in various situations and use correct mathematical terminology.			
Objective: Students gain understanding of the mathematical concepts in the areas of business calculus and financial mathematics, independently solving of business problems.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Mathematics.	% Students having the desirable understanding of Business Mathematics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – I Year

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrA
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpkSa dks ifjfr djKds muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C..

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&laink ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn laink] okD;&lajpuk] i=&ys[ku ,oa Hkko&iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;ksa vkSj fodkl dh fn"kkvksa ls ifjfr gksxsA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo"k;ksa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsA rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsA vkn'kZ ukxfjd o l{ke ekuo gksxkA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
--	------	------	------	------	------	------	------	------

CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V Session Plan :

Lecture No.	Unit	Topic	Sub Topic	Reference
1	bdkbZ&I	Lora=rk iqdkjrh	Lora=rk iqdkjrh dk vFkZ o 'kCnak'k dk dsUnzh;Hkko le>kdj iz'u dza-1 djok;saxsaA	B.No 1
2		iq"i dh vfHkyk"kk	iq"i dh vfHkyk"kk dk vFkZ o dfo ifjp; 1 o iz'u mRrj A	B.No 1
3		okD; lajpuk vkSj v'kqf);Wak	okD; dh ifjHkk"kk o izdkjksa dks le>kb;sA	B.No 1
4			'kCn le>k,xs	B.No 1
Co:1				
Lo-1- Hkkjr ekrk ds fy, vkRe leiZ.k dh Hkkouk fodflr gksxhA 'kghnksa ds fy, eu esa Ja)ktfy dh Hkkouk tkx`r gksxhA okD; 'kq) fy[kuk o mPpkfjr djuk fodflr gksxkA				
5	bdkbZ&II	ued dk njksxk	ued dk njksxk dgkuh le>k,xs o mldk lkjak'k fy[kok;saxsaA	B.No 1
6			iz'u&mRrj djok;sxsA	B.No 1
7		,d Fks jtkk Hkkst	,d Fks jtkk Hkkst dk vFkZ le>kdj	B.No 1
8			iz'u&mRrj djok;sxsA	B.No 1
9		i;kZ;okph foykse ,dkFkhZ vusdkFkhZ	i;kZ;okph] foykse ,dkFkhZ] vusdkFkhZ] lRo;qXe] llr;qXe] le>kdj iwNsaxsaA	B.No 3
CO1				
LO:2 u,&u, 'kCnksa ls ifjpr gksxsa rFkk lR; ds ekxZ ij pyus ds fy, izsfjr gksxsaA				
7	bdkbZ&III	Hxxoku cq) yksdra= ,d /keZ gS	Hxxoku cq) ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsA	B.No 1
8		ugha :drh gS unh	yksdra= ,d /keZ gS dk ifjp; nsdj iz'u mRrj djok;sxsA	B.No 1

9		iYyou	iYyou dk vFkZ le>kdj iYyou fy[kus dks nsxsaA	B.No 2
10			iYyou fy[kok;saxsaA	B.No 2
Co:3				
LO-3- vfgalk o d:.kk dk Hkko tkx`r gksxk rFkk lcls egRoiw.kZ gS deZ djukA deZ ds fcuk euq"; dHkh Hkh IQy ugha gks ldrk gSA deZ dks ysdj tkx:drk dh Hkkouk fodflr gksxhA				
11	bdkbZ&IV	vQlj	vQlj O;aX; le>kdj mldk ifjp; nsdj iz'u mRrj djok;sxsaA	B.No 1
12		gekjh lakLd`frd ,drk laxzg esa	Hkkjfr; lakLd`frd ,drk laxzg le>kdj mnkgj.k nsdj le>k,xsaA	B.No 1
13			iz'u mRrj djok;saxsaA	B.No 1
14		la{ksi.k ¼ladfyr½	la{ksi.k dk ifjp; nsdj la{ksi.k dk egRo o fy[kus dks nsaxsaA	B.No 2
Co 3				
Lo:3,4 ,drk dh Hkkouk fodflr gksxh vkSj laLd`fr o IH;rk ds fy, eu esa Hkkouk fodflr gksxhA				
15	bdkbZ&V	uSfrd ewY; ifjp; ,oa oxhZdj.k	uSfrd ewY; dk oxhZdj.k] ifjp;] o vFkZ le>k,xsaA	B.No 1
16			iz'u&mRrj djok;sxsaA	B.No 1
17		vkpj.k dh IH;rk varKfu vkSj uSfrd vli nhiks Hko	vkpj.k o O;ogkj dk ifjp; nsdj thou uSfrd thou dk egRo le>k,xsaA	B.No 1
18			uSfrd thou dk egRo le>k,xsaA	B.No 1
19		vli nhiks Hko	vli nhiks Hko% ikB dk vFkZ le>k,xsaA	B.No 1
20			iz'u mRrj djsaxsaA	B.No 1
VI: Book Reference : fgUnh Hkk"kk vkSj uSfrd ewY; , Madhya Pradesh Hindi Granth Academy Bhopal vfjgUr lkekU; fgUnh, Arihant publication Madhya Pradesh. Y;wlsUV tujy fgUnh , Lucent Publication Patna				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective. cPpkSa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djuS ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzfLr gksaxsA u,&u, 'kCnksa ls ifjfpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Basics of Foreign Trade

Session: July-June

Class: B-com (Foreign Trade) First Year

I: Objective of course: The objective of this course is to acquaint the students with the basic concept of foreign trade, tariff structure and institutions working for the development of foreign trade.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Ability to understand foreign trade and its theories.

CO2: Able to understand trade policy instruments such as tariffs, quotas, retaliatory measures like anti-dumping duties, countervailing duties

CO3: Understanding concept of exchange control and determining exchange rate.

CO4: Be familiar with the major recent development in International economic institutions.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		2				
CO 2						3	2	
CO 3						2		2
CO 4				3	2	2		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Foreign Trade: Meaning, Need, Importance of Foreign Trade, Theories of International Trade	Introduction to International Trade	B.NO.12
2			Meaning and Definitions of International Trade	B.NO.4
3			Similarities in International Trade and Internal Trade	B.NO.5
4			Dissimilarities in Internal and International Trade	B.NO.5
5			Significance of International Trade	B.NO.12
6			The necessity of International Trade	B.NO.5
7			Economic and non-economic advantages of International Trade	B.NO.5
8			Demerits of International Trade	B.NO.5
9			Problems of International Trade	B.NO.5
10			Measures to overcome problems of International Trade	B.NO.4
11			Importance of theories in International Trade	B.NO.4
12			Absolute Cost Advantage Theory: Adam Smith	B.NO.4
13			Comparative Cost Advantage Theory: David Ricardo	B.NO.4
14			Critical evaluation of comparative cost theory	B.NO.10
15			Factor Endowment Theory: Heckscher-Ohlin Theorem	B.NO.10
16			Criticism of Modern Theory	B.NO.10
17			Revision	
18			Group discussion	
CO: 1				
LO: Understanding basic concept of foreign trade				
19		Balance of Trade and Balance of Payment, objectives of Trade policy,	Introduction to Balance of Payment	B.NO.5
20			Definitions and characteristics of Balance of Payment	B.NO.5
21			Components of Balance of Payment	B.NO.4

22	2	Instruments of Trade Policy- Tariffs, Quantitative restrictions	Details of items of Balance of Payment	B.NO.4
23			Significance of Balance of Payment	B.NO.4
24			Meaning and Definitions of Balance of Payment	B.NO.4
25			Effects of favorable and unfavourable Balance of Trade	B.NO.4
26			Need and measures for correcting unfavourable Balance of Trade	B.NO.5
27			Difference between Balance of Trade and Balance of Payment	B.NO.5
28			Disequilibrium in Balance of Payment	B.NO.5
29			Causes of Disequilibrium of Balance of Payment	B.NO.5
30			Concept of International Trade Policies	B.NO.4
31			Concept of Free Trade Policy	B.NO.4
32			Policy of Protection	B.NO.4
33			Arguments in favor and against free trade policy	B.NO.4
34			Forms of Restrictions on International trade	B.NO.4
35			Types of Tariffs	B.NO.12
36			Types of Non-Tariff barriers	B.NO.12
37			Types of Quotas	B.NO.12

CO: 2

LO: Understanding the importance of Balance of Payment of a country

38	3	Exchange Control- Objectives, Procedures, Methods, Effect, Exchange rate adjustments	Introduction to the concept of Foreign Exchange	B.NO.5
39			Meaning and Definitions of Foreign Exchange	B.NO.5
40			Importance of Foreign Exchange	B.NO.5
41			Problems of Foreign Exchange	B.NO.12
42			Definitions of Foreign Exchange rate	B.NO.12
43			Types of Foreign Exchange rates	B.NO.12
44			Arguments in favor and against of fixed exchange rate	B.NO.13

45		Advantages and disadvantages of flexible exchange rates	B.NO.5
46		Mint Par theory	B.NO.5
47		Purchasing Power Parity Theory	B.NO.5
48		Balance of Payment theory	B.NO.5
49		Causes of fluctuations in rate of exchange	B.NO.13
50		Effects and methods of control	B.NO.13
51		Meaning and origin of exchange control	B.NO.13
52		Characteristics and importance of Foreign Exchange control	B.NO.13
53		Problems of Exchange control	B.NO.5
54		Methods of Exchange control	B.NO.5
55		Exchange control in India	B.NO.5

CO:3

LO: Learning to determine exchange rates through various methods

56	4	Trade Blocs and Regional Economic Co-operation, Costing and Pricing for export	Importance of General Agreement on Tariffs and Trade	B.NO.4
57			Objectives of GATT	B.NO.4
58			Impact of GATT on Indian Economy	B.NO.4
59			European Economic Community	B.NO.4
60			Group of Twenty Industrial and Developing countries (G-20)	B.NO.1
61			Group of G-8 and G-15 countries	B.NO.1
62			Organization Oil Exporting countries	B.NO.1
63			Objectives of SAARC and Asian Development Bank	B.NO.1
64			ASEAN and Asia Pacific Economic Co-operation	B.NO.1
65			Factors affecting International Pricing Decision	B.NO.1
66			Pricing Policies	B.NO.1
67			Pricing objectives and Importance	B.NO.1

68			Cost based pricing	B.NO.1
CO: 4				
LO: Able to calculate cost and determine price for export.				
69	5	International Economic Institutions- World Bank, IMF, WTO UNCTAD	Objectives and Organization of World Bank	B.NO.5
70			Functions of World Bank	B.NO.5
71			India and the World Bank	B.NO.5
72			Objectives and Role of IMF	B.NO.5
73			IMF and India	B.NO.5
74			WTO and its formation	B.NO.5
75			Objectives and Functions of WTO	B.NO.5
76			WTO and India	B.NO.13
77			UNCTAD membership and objectives	B.NO.13
78			UNCTAD and its objectives	B.NO.13
CO: 4				
LO: Familiar with the role of International Economic Institutions				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Acharya and Jain, Export Marketing, Himailaya PUBLISHING house, 2005
2. M.I.Mahajan, Export Do It Yourself, Snow white, 2006
3. A.J.Singh and Disha Madan, Import-Export Portfolio, Nakoda Publishers and Printers, 2007
4. T.A.S.Balagopal, S.Subramanian Export Marketing
5. Francis Cherunilum, International Trade and Export Management, Himalaya Publishing House, 2008
6. R.K.Kothari, International Marketing
7. Rudarr Datt and KPM Sundaram, Indian Economy
8. Khushpat S.Jain, Export Import Procedures and Documentation, Himailaya PUBLISHING house, 2013
9. Khushpat S.Jain, Export Marketing
10. D.M.Mithani, International Economics
11. B.S.Rathor and J.S.Rathor, Export Marketing, Himalaya Publishing House, 2010
12. Raj Agrawal, International Trade, Excel Books, 2017
13. Aseem Kumar, Export and Import Management, Excel Books, 2007

14. D.C.Kapoor, Export Management, Vikas Publishing House, 2008

VII: Notes:

- 1- There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Basics of Foreign Trade			
B.Com. B-com (Foreign Trade) First Year			
Goal : Students develop the ability to understand Foreign trade, its theories, trade policies and the concept of foreign exchange.			
Objective: The objective of this course is to acquaint the students with the basic concept of foreign trade, tariff structure and institutions working for the development of foreign trade.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Basics of Foreign Trade.	% Students having the desirable understanding of Basics of Foreign Trade.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business law****Session: July-June****Class: B. Com. I Year (Pass course)**

I: Objective of course: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify the fundamental legal principles behind contractual agreement.

CO2: Able to understand basic knowledge of the important business legislation along with relevant case law.

CO3: Help to understand the knowledge of the legal environment & principles in which a consumer & business operates.

CO4: Help student to bind maintain legally enforceable relations and conduct business and non- business transactions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				1	2		
CO 2	2	2				2		2
CO 3	3					3		
CO 4			1			3		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Indian Contract Act 1872 – Definition, Nature of Contract, Offer & Acceptance, Capacity of parties to Contract, Free Consent and Consideration, Expressly declared Void agreement, Performance of Contract.	Introduction & Meaning of Contract Act 1872	B.N.1
2			Nature & Characteristics of Contract	B.N.1
3			Types Of Contract Essentials of a valid Contract	B.N.2
4			Difference between Agreement & Contract	B.N.2
5			All Contracts are agreements but all agreements are not contract	B.N.1
6			Meaning & characteristics of -proposal or offer.	B. N 2
7			Legal rules as to offer or proposal.	B. N. 3
8			Meaning & legal rules of Valid acceptance.	B.N.3
9			Capacity of Parties to Contract – meaning & competent person.	B. N. 2
10			The rules Governing Judicial Philosophy as to Minors.	B.N.1
11			Persons of unsound mind.	B.N.1
12			Persons Disqualified by Laws.	B.N.1
13			Meaning & definition of Free consent.	B.N.1
14			Meaning & essentials of Coercion.	B.N.3
15			Essentials of Undue Influence.	B.N.3
16			Difference between Coercion & Undue Influence.	B.N.4
17			Elements of Fraud & Silence as Fraud.	B.N.3
18			Ways or Acts of Misrepresentation.	B.N.1
19			Mistake of Law & Mistake of Fact	B.N.1

20			. Meaning & Definitions of Consideration.	B.N.2
21			Contract without consideration is void.	B.N.3
22			Void Agreements – Agreements in Restraint of Trade.	B.N.1
23			Introduction of Performance of contract	B.N.2

CO: 1**LO:** Oldest Act developed Interest and knowledge in basic legal procedure.

24			Modes of Discharge of Contract.	B.N.2
25			Difference between Notation & Alteration.	B.N.2
26			The Doctrine of Frustration.	B.N.3
27			Types of Breach of Contract.	B.N. 1
28			Remedies for Breach of Contract.	B.N.2
29			Meaning & Essential features of contract of Indemnity.	B.N.2
30			Meaning & Kinds of Guarantee.	B.N.1
31			Meaning, definition & essentials of Bailment.	B.N.1
32			Rights & duties of Bailer & Baillie.	B.N.2
33			Meaning & rules of Agency.	B.N.1
34			Agency by Ratification.	B.N.1
35			Relation of Principal & Agent.	B.N. 2
36			Termination of Agency.	B.N.2
37			Meaning & definition of Pledge.	B.N.1
38			Rights and duties of Pledge & Pledger.	B.N.1

CO: 3				
LO: Got basic knowledge of the important business laws along with relevant case laws				
39	3	Negotiable Instrument Act 1881 – Definition , Features ,Promissory note ,Bill of Exchange and Cheques , Holder and Holder in Due Course, Crossing of Cheque, Types of Crossing , Dishonor and Discharge of Negotiable Instrument	Meaning & definition of Negotiable Instrument. .	B.N.2
40			Kinds of Negotiable Instrument.	B.N.2
41			Essentials of Promissory Note.	B.N.4
42			Meaning & essentials of Bill of Exchange.	B.N.4
43			Meaning & essential elements of Cheque.	B.N.3
44			Classification of Negotiable Instrument.	B.N.5
45			Rights & Privileges of Holder in Due Course.	B.N.2
46			Meaning of Crossing of Cheque.	B.N.3
47			Kinds of Crossing of Cheque.	B.N.3
48			Protection to collecting Banker.	B.N.2
49			Provisions regarding Dishonor of Cheque.	B.N.3
50			Meaning of Dishonor of Instruments.	B.N.3
51			Rules as to compensation for dishonor.	B.N.2
52			Modes of discharge.	B.N.3
53			Noting and protest.	B.N.1
CO: .3				
LO: Students can able to use Negotiable Instrument in practical life.				
54	4	Consumer Protection Act 1986- Main	Meaning & definition of Consumer Protection Act 1986.	B.N.3
55			Salient features of Consumer protection act.	B.N.4

56	Provisions, Consumer Disputes, Consumer Disputes Redressal Agencies .MRTP Act – Meaning, scope, Importance and main provisions.	Introduction & procedure of District Forum.	B.N.3
57		Introduction & procedure of National Commission.	B.N.3
58		Introduction & procedure of State Commission.	B.N.3
59		Three –Tier mechanism for promoting consumer rights.	B.N.2
60		Consumer Disputes and redressal agencies.	B.N.2
61		Introduction & objectives of MRTP Act 1969.	B.N.2
62		Extent and commencement of the Act.	B.N.3
63		Non –Applicability of the Act.	B.N.3
64		Main provisions of the Act.	B.N.3

CO: 3**LO:** Learn how to pursue the Consumer rights under Consumer Protection Act .

65	5	Foreign Exchange Management Act 2000 (FEMA) – Objectives and Main Provisions , Introduction to Intellectual Property Right Act – Copyright , Patent and Trademark	Meaning & definition of Foreign Exchange Management Act 2000.	B.N.1
66			Salient features of FEMA.	B.N.2
67			Difference between FERA & FEMA.	B.N.1
68			Meaning & definition of Intellectual property rights.	B.N.3
69			Objectives of IPRs.	B.N.3
70			Enforcement of IPRs.	B.N.3
71			Salient features of The Copyright Act 1957.	B.N.2
72			Assignment of Copyright.	B.N.2
73			Salient features of The Patent Act 1970.	B.N.2
74			Registrar of Patents.	B.N.2
75			Working of Patents.	B.N.2
76			Salient features of Trademark Act 1999	B.N.3

77		Extent & commencement of Trademark.	B.N.3
78		Grounds for refusal of registration of trademark.	B.N.2
CO: 2			
LO: Have knowledge about basic Intellectual property rights.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L. Nolakha, Business Law ,R.B.D.Publications,.
2. G. K. Varshney, Business Law ,Sahitya Bhawan Publications.
3. Anup Vyas , Business Law ,Yashraj Publications.
4. S. N. Maheshwari , Business Law ,Himalaya Publishing house .
5. S. S. Gulshan , Business Law ,Excel Books.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. class test will be based on theoretical and practical aspect of the subject.
3. class performance and discipline will be an important factor for assessing internal marks.
4. the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business law			
B.Com. 1 st Year			
Goal : Students develop the ability to understand the knowledge of the legal environment , principles enforceable relations and conduct business and non- business transactions.			
Objective: The objective of this course is to familiarize the student with the basic concept of Indian Contract Act, Negotiable Instrument Act, Consumer Protection Act to develop understanding the legal procedure and legislation.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Law.	% Students having the desirable understanding of Business Law.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Business Organization****Session: July-June****Class: B.Com. I year**

I: Objective of course: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: To understand the concepts of the business, organization and the various forms of organization.

CO2: To understand the promotion of business and its stages.

CO3: To make them understand the merits and demerits of multinational corporation

CO4: To explain them modern forms of communication like fax, Emails, video conferencing etc

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2			
CO 2	3		3	2	1			
CO 3				3				
CO 4								3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Business Organization	Syllabus discussion, meaning of Business and organization	B.N.-1
2			Definition, concept and characteristics of B.O.	B.N.-1
3			Objectives of B.O.	B.N.-1
4			Significance of Business	B.N.-1
5		Social responsibilities of B.O.	Social responsibilities of B.O.	B.N.-2
6			Promotion of business- meaning of promoter	B.N.-2
7			Types and functions of promoter	B.N.-2
8			Functions of Business Promotion	B.N.-1
9			Factors to be considered for setting up business enterprise	B.N.1
10			Stages of Business Promotion	B.N.-2
11			Stages of Business Promotion	B.N.-2
12		Sole Proprietorship	Sole Proprietorship-meaning, characteristics	B.N.-2
13			Advantages of Sole Proprietorship	B.N.-2
14			Disadvantages of Sole Proprietorship	B.N.-1
15			Importance of Sole Proprietorship	B.N.-1
16		Partnership	Partnership Deed-meaning, registration	B.N.-1
17			Rights and duties of partners	B.N.-2
18			Advantages and disadvantages of partnership	B.N.-1

19			Dissolution of partnership firm	B.N.-2
20			Dissolution of partnership firm	B.N.-1
CO: 1 and2				
LO: Explained the students about the various forms of business organizations.				
21	2	Company	Company-meaning, definition	B.N.-3
22			Characteristics of Company	B.N.-3
23			Private Company-meaning, definition	B.N.-1-
24			Characteristics of Private Company	B.N.1
25			Public Company- meaning, definition	B.N.-2
26			Characteristics of Public Company	B.N.-2
27			Advantages and disadvantages of Public Company	B.N.-2
28			Difference between private and public company	B.N.-2
29			Advantages and disadvantages of company	B.N.-2
30		Co-operative organization	Meaning, need, significance	B.N.-2
31			Merits and demerits of Co-operative organization	B.N.-2
32			Public Enterprises Concept, Meaning	B.N.-2
33			Characteristic of Public Enterprises	B.N. -2
34			Objectives and Significance of Public Enterprises	B.N.-2
35			Business size and location	B.N.-5
36			Plant layout and combination of business	B.N.-5
37		MNCs	Meaning and Introduction	B.N.-5
38			Advantages of Multinational Corporations	B.N.-5
39			Disadvantages of Multinational Corporations	B.N.-5
CO: 2 and3				

LO: Explained them the objectives and significance of plant layout and Business Combination.				
40	3	Communication-	Communication-meaning, definition	B.N.-4
41			Objects and nature of business communication	B.N.-4
42			Importance of business communication to management	B.N.-4
43			Elements of communication and feedback	B.N.-4
44			Dimension and direction of communication	B.N.-4
45			advantages and disadvantages of upward and downward communication0	B.N.-4
46		Means of communication	Means of communication-verbal communication	B.N.-4
47		SWOT Analysis	SWOT Analysis-meaning, parts	B.N.-1
48			SWOT Analysis-Use of SWOT analysis	B.N.-1
49			Importance of SWOT analysis	B.N.-1
50			limitations of SWOT analysis	B.N.-1
51		Feed Back & Directions	Importance of feedback in Organization	
52			Process of Feedback	B.N.-1
53			Directions of Communication	B.N.-4
54			Upward communication	B.N.-4
55			Downward Communication	B.N.-4
CO: 3				
LO: Explained the different dimension and direction of communication				
56	4	Non verbal communication	Non verbal communication-meaning ,functions	B.N.-4
57			Body language and Para language	B.N.-4
58			Body language and Para language	B.N.-4
59		Barriers of communication	Barriers of communication- Physical, organizational	B.N.-4

60			Barriers of communication- Psychological & others	B.N.-4
61			Importance of written communication	B.N.-4
62		Business letter	Business letter-meaning, need	B.N.-4
63		Business letter	Kinds of Business Letter	B.N.-2
64			Essentials of an effective Business Letter	B.N.-2
CO: 3				
LO: Described the channel of communication and barriers in communication				
65	5	Modern forms of communication	Modern forms of communication-Fax, email	B.N.-4
66			Video conferencing	B.N.-4
67			International communication for global business	B.N.-4
68			Opportunities of E-commerce	B.N.-4
69			Significance of E-commerce	B.N.-4
CO: 4				
LO: Explained the different Modern Forms of Communication				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Dr. Khushpat S Jain, Business Organisation
- 2 Dr. Milind Kothari, Business Organisation
- 3 S. Chand, business organization and management,
- 4 R. Chand and Co. Business Communication
- 5 P.C. Tulsian Business organization and management

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Business Organization			
B.Com. Ist Year			
Goal: To develop understanding among students about various forms of Business organization.			
Objective: to give a brief knowledge of different forms of business organization and how communication is important to deal with the business and the society.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. I yr

Session: July-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the role and importance of entrepreneurship for economic development, developing personal creativity.

CO2: To understanding the stages of the entrepreneurial process and the resources needed for the successful development of entrepreneurial ventures.

CO3: Entrepreneurship and Innovation minors will be able to find problems worth solving. Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.

CO4: Entrepreneurship and Innovation minors will be able to sell themselves and their ideas, find problems worth solving.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	2		
CO 2	1						1	
CO 3		2	3	2	2	1		2
CO 4					3			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Definition, Characteristics & Importance of Entrepreneurship	B.N.1
2			Types of Entrepreneur,	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Goal Determination	Motivational factors of Entrepreneur	B.N.2
6			Motivation to achieve target, Establishment of ideas	B.N.2
7			Setting targets & facing Challenges	B.N.1 &2
8			Challenge of Goal setting	B.N. 2
9			Problems of Goal determination	B.N.1
10			Solutions of problem in Goal Determination	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and setting the goal.				
11	2	Project Proposal	Need , Objects of Organisation	B.N-1 &3
12			Steps of project Planning process exploration	B.N -1
13			objectives & importance of Project report	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Nature of Organisation	Form of Business organization in Private & Government sector	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Factors influencing the choice of suitable form of organization	B.N-1 &3
18			Meaning & Characteristics of Sole Proprietorship, Partnership & Cooperative Committees	B.N-1 &3
19		Production Management	Meaning Definition, Characteristics & Importance of Production Management	B.N-3
20			Production Management – Methods of Purchase	B.N-3
21			Methods of purchase for raw material and goods and quality management, employee management	B.N-3
22		Financial Management	Meaning, characteristics of financial planning	B.N-1
23		Marketing, Marketing,	Sales & the art of selling understanding the market & Market Policy	B.N-1
24		Consumer Management	Consumer Management, Time Management, Role of regulatory institutions – District Industry Centre	B.N-1
CO: 1 & 3				
LO: To Provide knowledge of project proposal needs –object in business and their impact on financial & management aspect in enterprise				
25	3	Role of Regulatory institutions	DIC introduction, functions, problems & suggestions for Success of DIC’s.	B.N-1&2
26			Working of pollution control board, Food & drug administration.	B.N-1&2
27			District level organization.	B.N-1-2
28		Role of development	Role of development Organizations – Khadi & Village Commission/Board M.P. Finance Corporation,	B.N-1,3
29			Scheduled Banks, M.P.Women’s Economics Development Corporation Self	B.N-1,3
30		Self Employment oriented schemes	Employment oriented Schemes –Golden jubilee, Urban employment Scheme,	B.N-1,4
31			prime Minister’s Employment Schemes,	B.N-1,4

32			Startup India campaign, Pradhan Mantri Kaushal Vikas Yojana (PMKVY)	
33			Rani Durgawati Swarojgar Yojna (RDSY), Deendayal Swarojgar Yojna (DDSY)	B.N-1,4
34		Various Grant Schemes	Various grant Schemes – Capital & Interest Power subsidy	B.N-1,3

CO: 1 & 3**LO:** To introduced in different financial schema in growth of entrepreneurs.

35			Economics Management –short term sources of finance	B.N-2
36			Function of Bank, Role of Bank in Entrepreneurial Development	B.N-2
37	4	Financial management	Financial Planning & working Capital	B.N-2
38			Keeping of Accounting	B.N-3
39			Users of accounting	B.N-3

CO: 3**LO:** To knowledge of Financial, accounting management and how to arrange of capital in different resources

40			Main problems of Facing by entrepreneur	B.N-1
41			Problem of capital and long term Financial resources	B.N-1
42	5	Problems of Entrepreneur & solutions	Administrative problems,	B.N-1 &2
43			Problem of Power to Entrepreneur	B.N-1
44			Registration Problems	B.N-1
45			Problems of Ownership	B.N-1&3

CO: 4**LO:** Helps to give proper idea in resolving different type of problems in organization

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment Subject : ENTREPRENEURSHIP DEVELOPMENT B.Com. I yr.

Goal : To Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial, Marketing Management, Problems of Entrepreneur & solutions.

4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of entrepreneurship.	% Students having the desirable understanding of entrepreneurship.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class: B.Com- I Year

I: Objective of course:

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it's an eye opening for students and society

CO2. Vocabulary building is the foundation of language, collection of words makes right impact on spoken and written language. Vocabulary is a key for successful communication.

CO3. This will help students to understand the rules of English language. Grammar lays the basics and correctness of English language.

CO4. This course enhances the writing skills and develops students to comprehend their writing and reading skills

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3			
CO 2		2						
CO 3			1					
CO 4		1	2	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	Where the Mind is Without Fear	Explanation of the Poem, Poet	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		A Hero	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		Tryst with Destiny	Explain the speech by our First Prime Minister	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Indian Weavers	Explanation of the Poem, Poet.	B.NO 1
9			Discussion of Question and answer	B.NO 1
10		The Portrait of a Lady	Discussion about the author and then explaining the story in detail.	B.NO 1
11			Discussion of Question and answer	B.NO 1
12		The Solitary Reaper	Explanation of the Poem, Poet	B.NO 1
13			Discussion of exercises related to poem	B.NO 1
CO1				
LO 1- The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
14	II	Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
15		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
16		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3
CO2				
LO2 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
17		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 2,3,4

18	III	Tenses	Rules of Tenses and their uses	B.NO 2,4,5
19			Practice of Tenses	B.NO 2,4,5
20		Articles	Proper usage of Articles	B.NO 2,4,5
CO3				
LO3 Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage				
21	IV	Comprehension/ Unseen Passage	Decoding of the symbols and comprehending of the message	B.NO 2
22			Practice of Unseen Passage	B.NO 2,3
CO4				
LO4 Students will enrich the ability to understand the text and Passages.				
23	V	Composition and Paragraph Writing	The process of paragraph writing	B.NO 2
24		Paragraph Writing	Drafting a paragraph	B.NO 2,3
CO4				
LO5 Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. I Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: To enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent Comprehension of Language.	% Students having the desirable comprehension of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Financial Accounting****Session: July-June****Class: B.Com. I Year Pass Courses**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the purpose of double entry system to understanding the accounting system properly. Record journal entries bookkeeping and Prepare ledger accounts using double entry accordingly. Preparation of trial balance, ratification of errors and final accounts.

CO2: To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting.

CO3: To understand the concept of royalty and its benefits. To depute the concept of joint venture and Investment & accounting for it.

CO4: Getting acquainted with the consignment accounts & its usage. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	2			3		2
CO 2	1	2				2	2	2
CO 3						1	2	2
CO 4						1	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Double Entry System	Meaning, Definition & Concept of Double Entry System	B.N.2
2		Accounting Concepts & Conventions	Fundamental Principles of Accounting, Concepts & Conventions.	B.N.2
3		Preparation of Journals	Meaning, Features & Formats, Separate & Compound Journal Entries	B.N.1
4			Numerical – Journal Entries	B.N.1
5		Sub division of Journal	Cash Book – Simple & Double Column, Triple Column, Multi Column Cash Book, Petty Cash Book	B.N.1
6			Purchase Book & Sales Book, Purchase Return & Sales Return Book	B.N.1
7			Bills Receivable & Bills Payable Books _ Numerical	B.N.1
8		Preparation of Ledger	Meaning, Format & Methods of Posting	B.N.1
9			Numerical - Ledger	B.N.1
10		Trial Balance	Meaning, Objectives & Methods, Preparation of Trial Balance	B.N.1
11		Final Accounts – with Adjustments	Meaning & Definitions of Final Accounts, Performa – Trading & P&L Account, Balance Sheet	B.N.2
12			Adjustments in Final Accounts, Numerical – Final Accounts	B.N.2
13			Numerical – Final Accounts	B.N.2
14			Numerical – Final Accounts	B.N.2
15			Numerical – Final Accounts	B.N.2
CO: 1				
LO: To understand the Concept & Conventions of Double Entry System and Accounting. To record the basic journal entries, to know how the accounting entries are posted in books & preparation of Trial Balance.				
16	2	Introduction to IAS	Introduction to IAS, Definition & Terminology	B.N.3
17		Detail Study of AS-6	Introduction to AS-6 (Revised) Depreciation Accounting – Terminology, Explanation & Disclosure	B.N.3
18		Detail Study of AS-10	Introduction to AS-10 (Accounting for Fixed Assets)– Definition, Explanation & Disclosure	B.N.3
19		Branch Accounts	Definition & Importance of Branch Accounts, Methods for preparing Branch Accounts	B.N.2
20			Numerical – Branch Accounts	B.N.2
21			Numerical – Branch Accounts	B.N.2
22			Numerical – Branch Accounts, Conversion of Trial	B.N.2

		Balance of Foreign Branch	
23		Numerical – Foreign Branch	B.N.2
24	Departmental Accounts	Meaning, Objectives, Advantages of Departmental Accounts, Departmental Trading & P&L A/c	B.N.2
25		Inter Departmental Transfers – Numerical	B.N.2
26		Departmental Accounts - Numerical	B.N.2
27		Calculation of Closing Stock, Calculation of Unrealized profit on Stock - Numerical	B.N.2

CO: 2

LO: To understand how to Prepare the final accounts and making adjustment. To understand the purpose of Accounting Standards and detail study of AS-6 & AS-10. To understand the types of Branch and methods of Branch accounting and departmental accounting.

28	3	Royalty Accounts	Meaning & Definition of Royalty, Terminology relating to Royalty	B.N.3
29			Journal Entries in the Books of Lessee & Lessor	B.N.3
30			Royalty Accounts - Numerical	B.N.3
31			Royalty Accounts – Numerical	B.N.3
32			Patent Royalty – Journal Entries & Ledger Accounts, Copyright Royalty - Numerical	B.N.3
33		Accounting of Non Profit Making Organization	Meaning, Definition of Nonprofit Organizations, Receipts & Payment A/c and Income & Expenditure A/c. Rules Regarding Conversion.	B.N.1
34			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
35			Numerical Receipts & Payment A/C to Income & Expenditure A/c	B.N.1
36			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1
37			Numerical Income & Expenditure A/c to Receipts & Payment A/C	B.N.1

CO: 3

LO: Able to maintain royalty and Non Profit Organization.

38	4	Joint Venture Accounts	Meaning, Characteristics, Need, Merits & Demerits of Joint venture	B.N.3
39			Numerical - Joint Venture Accounts	B.N.3
40			Numerical - Joint Venture Accounts	B.N.3
41			Numerical - Joint Venture Accounts	B.N.3
42		Consignment	Meaning, Terminology, Characteristics, Need, Merits & Demerits of Consignment.	B.N.3

43		Accounts to be open in the books of Consignor and Consignee.	B.N.3
44		Numerical – Consignment Accounts	B.N.3
45		Numerical – Consignment Accounts	B.N.3
46		Numerical – Consignment Accounts	B.N.3
47		Numerical – Consignment Accounts	B.N.3
48		Numerical – Consignment Accounts	B.N.3
49		Numerical – Consignment Accounts	B.N.3
50	Investment Account	Meaning of Investment, Types of Interest and Type of Securities	B.N.3
51		Accounting for Investment Account, Valuation of Closing Investment	B.N.3
52		Numerical – Investment Accounts	B.N.3
53		Numerical – Investment Accounts	B.N.3
54		Numerical – Investment Accounts	B.N.3
55		Numerical – Investment Accounts	B.N.3
CO: 3			
LO: Recording entries of joint venture a/c & Able to maintain joint venture a/c, Consignment & Investment a/c.			
56		Meaning of Dissolution, entries in Dissolved Firm – Numerical	B.N.4
57		Dissolution of Firm – Numerical	B.N.4
58		Dissolution of Firm – Numerical	B.N.4
59		Dissolution of Firm – Numerical	B.N.4
60		Dissolution of Firm – Numerical	B.N.4
61		Dissolution of Firm – Numerical	B.N.4
62		Meaning of Insolvency, entries in Insolvent firm – Numerical	B.N.4
63		Garner v/s Murray Rule	B.N.4
64		Garner v/s Murray Rule – Numerical	B.N.4
65		Garner v/s Murray Rule – Numerical	B.N.4
66		Gradual realization of assets & distribution of cash accordingly or Piecemeal or Inter distribution	B.N.4
67		Proportionate Capital Method - Numerical	B.N.4
68		Maximum Loss Method - Numerical	B.N.4
69	Amalgamation of	Meaning of Amalgamation, Entries in the books of Old	B.N.4

	Partnership Firms	& New Firm	
70		Numerical – Amalgamation of Partnership Firm	B.N.4
71		Numerical – Amalgamation of Partnership Firm	B.N.4
72		Numerical – Amalgamation of Partnership Firm	B.N.4
73		Numerical – Amalgamation of Partnership Firm	B.N.4
74	Conversion of firm to company.	Meaning of Conversion of Partnership Firm into Joint Stock Company, Meaning of Purchase Consideration & Methods	B.N.4
75		Allocation of Purchase Consideration among partner's, Entries in the book of vendor's firm & Purchasing Company	B.N.4
76		Numerical – Conversion of Partnership Firm into Company	B.N.4
77		Numerical – Conversion of Partnership Firm into Company	B.N.4
78		Numerical – Conversion of Partnership Firm into Company	B.N.4
CO: 4			
LO: Easily examine the dissolution of partnership. Easily can prepare the journal entries of amalgamations & Conversion of partnership firm into Joint Stock Company.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Accounting, Sanjay Mehta & Mukesh Brahmabhatt, Devi Ahilya Prakashan, Indore, 2016
2. Financial Accounting, R.C. GUPTA, Prentice-Hall of India Pvt.Ltd, 2009
3. Financial Accounting, S.M. Shukla, SBP, Agra, 2016
4. Financial Accounting, Ramesh Mangal, SPP, Indore, 2016
5. Financial Accounting, S.M. Shukla & S.P. Gupta SBP, Agra, 2008
6. Financial Accounting, S. KR. Paul, New Central Book Agency (P) Ltd, 2006
7. Financial Accounting, Guruprasad Murthy, Himalaya Publishing House, 2010
8. Financial Accounting, Sharda Gangwar, LAP LAMBERT Academic Publishing, 2012
9. Financial Accounting, Govind Singal, RBD, Jaipur, 2012
10. Financial Accounting I MS, ICFAI, 2008
11. Financial Accounting Work Book Vol. I, 2008
12. Financial Accounting Work Book Vol. II, 2010
13. Financial Accounting Principle & Practice, Jawahar Lal, S. Chand Publishing, 2013
14. Financial Accounting Comprehensive Textbook, Ashok Sehgal, Texmann, 2011
15. Fundamentals of Financial Accounting, Ashok Sehgal, Texmann, 2010
16. Financial Accounting A Managerial Emphasis, Ashok Banerjee, EXCEL BOOKS, India, 2005

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Financial Accounting			
B.Com. I Year Pass Courses			
Goal : Explain the purpose of double entry system to understanding the accounting system properly. Preparation of trial balance, ratification of errors and final accounts. To understand the aspects of Accounting Standards in modern scenario Specially AS-6 & AS-10. To familiarize the concept of Branch account and Scope of departmental accounting. To understand the concept of royalty. To deputize the concept of joint venture and Investment. Getting acquainted with the consignment accounts. Enable the students to understand partnership account from dissolution including Insolvency to Amalgamation of firms & Conversion of firm into Company.			
Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Financial Accounting and further to develop understanding of accounting for managers.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting for Managers for Decision Making.	% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam		Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20	Presentation 10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: India's Foreign Trade

Session: July-June

Class: B-com (Foreign Trade) First Year

I: Objective of course: The objective of this course is to help students explore the in-depth knowledge of exports, imports and assistance given by government in promoting exports.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explore in-depth knowledge of exports, imports and trade deficit under five year plans.

CO2: Acquiring knowledge on role of government and other organizations in promoting foreign trade.

CO3: Understanding the significance of Balance of Payment and its components for a country.

CO4: Awareness of export assistance measures and various schemes of government.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		3	2	3	1	
CO 2	1	2		2	3	2		2
CO 3						2		
CO 4					2	2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1	1	Analysis of India’s Foreign trade growth trends under plans. Major Imports and major exports. Effects of Liberalization and privatization on Indian foreign trade	India’s Foreign trade before Independence	B.NO.8
2			India’s Foreign trade after independence	B.NO.8
3			Discussion on Third and forth five year plans	B.NO.8
4			Annual plans and other five year plans	B.NO.8
5			Significant expansion trade over two and a half decades	B.NO.8
6			Direction of India’s foreign trade	B.NO.8
7			Composition of Export trade	B.NO.5
8			Composition of Import trade	B.NO.5
9			Impact before Liberalization	B.NO.8
10			Need of liberalization	B.NO.8
11			Recent trends in liberalization in India	B.NO.8
12			Scope of Privatization	B.NO.8
13			Positive implications of globalization	B.NO.8
14			Negative implications of globalization	B.NO.8
CO: 1				
LO: Analyzing foreign trade growth under five year plans and effects of liberalization and privatization on India’s foreign trade.				
15	2	India’s Balance of payment including invisibles, foreign market selection- Need, process and determinates.	India’s Balance of Payment	B.NO.5
16			Balance of Payment in Post-Independence Period	B.NO.5
17			Structure of India’s Balance of Payment	B.NO.5
18			Items of Balance of Payment	B.NO.13
19			Favourable and unfavourable Balance of Payment	B.NO.13
20			Causes of unfavourable of Balance of Payment	B.NO.13

21			Measures for correcting unfavourable Balance of Payment	B.NO.13
22			Concept of market selection in international market	B.NO.1
23			Market selection process	B.NO.1
24			Determinants of market selection	B.NO.1
25			Market segment selection	B.NO.1
26			Group discussion on international markets	

CO: 3

LO: Analysing the process of foreign market selection and understanding the importance of Balance of Payments

27	3	Product planning, salient features of India's Export and Import Policy. Institutional setup for export promotion	Concept of Product planning	B.NO.5
28			Need and importance of product planning	B.NO.5
29			Product design strategy	B.NO.5
30			Process of new product development	B.NO.5
31			Product Life Cycle	B.NO.5
32			Branding and its Significance	B.NO.1
33			Brand Piracy	B.NO.1
34			Meaning and definition of packing	B.NO.1
35			Types of packing	B.NO.1
36			Importance of packaging	B.NO.1
37			Factors to be considered for package designing for exportable products	B.NO.5
38			Marking and Labeling on Package	B.NO.5
39			Objectives of EXIM Policy	B.NO.15
40			Main provisions of EXIM Policy	B.NO.15
41			Various schemes under EXIM Policy	B.NO.5
42			Export Promotion Council	B.NO.1
43			Objectives and functions of Export promotion council	B.NO.15
44			Role of export promotion council	B.NO.15

45			Objective and functions of commodity boards	B.NO.15
46			Various service institutions facilitating export trade of the country	B.NO.1
CO:2				
LO: Learning the process of product development and the role of EXIM Policy in foreign trade				
47	4	Export assistance measures, Free Trade Zones and 100% EOUs.	Need for export assistance	B.NO.1
48			Import facilities for exporters	B.NO.1
49			Marketing assistance for Indian exporters	B.NO.3
50			Deemed exports supplies	B.NO.3
51			Significance of export houses and trading houses	B.NO.3
52			Facilities and incentives offered to units operating in Free Trade Zones	B.NO.3
53			Features of Export Oriented Units	B.NO.3
54			Free Trade Zones in India	B.NO.1
55			Electronic hardware and software technology parks	B.NO.1
56			Difference between EPZ and SEZ	B.NO.3
57			Salient features of Software technology parks	B.NO.3
CO: 2,4				
LO: Understanding export assistance measures and various schemes provided by government				
58	5	State Trading in India, sources and analysis of Foreign Trade Statistics.	Introduction of State Trading Corporation of India	B.NO.1
59			Functions of STC	B.NO.1
60			Critical evaluation of working of STC	B.NO.1
61			Handicraft Export corporation of India	B.NO.1
62			Tea trading corporation of India	B.NO.1
63			Functions of Minerals and Metal Trading corporation of India	B.NO.1
64			Methods for collecting data	B.NO.3
65			Survey method	B.NO.3
66			Internal and external sources of information	B.NO.3

67		Sources of foreign trade statistics	B.NO.8
68		Analysis of foreign trade statistics	B.NO.8
CO: 2,4			
LO: Role of State Trading of India in promoting foreign trade.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Acharya and Jain, Export Marketing, Himailaya PUBLISHING house, 2005
1. M.I.Mahajan, Export Do It Yourself, Snow white, 2006
2. A.J.Singh and Disha Madan, Import-Export Portfolio, Nakoda Publishers and Printers, 2007
3. T.A.S.Balagopal, S.Subramanian Export Marketing
4. Francis Cherunilum, International Trade and Export Management, Himalaya Publishing House, 2008
5. Mohammed Abdul Hai, International Trade and Finance, Ramesh Book Depot, 2009
6. R.K.Kothari, International Marketing
7. Rudarr Datt and KPM Sundaram, Indian Economy
8. Khushpat S.Jain, Export Import Procedures and Documentation, Himailaya PUBLISHING house, 2013
9. Khushpat S.Jain, Export Marketing
10. D.M.Mithani, International Economics
11. B.S.Rathor and J.S.Rathor, Export Marketing, Himalaya Publishing House, 2010
12. Raj Agrawal, International Trade, Excel Books, 2017
13. Aseem Kumar, Export and Import Management, Excel Books, 2007
14. D.C.Kapoor, Export Management, Vikas Publishing House, 2008

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: India's Foreign Trade			
B-com (Foreign Trade) First Year			
Goal : Students are able to explore the knowledge of exports, imports and the role of government in promoting exports in the country.			
Objective: The objective of this course is to help students explore the in-depth knowledge of exports, imports and assistance given by government in promoting exports.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of India's Foreign Trade	% Students having the desirable understanding of India's Foreign Trade.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Hindi

Session: July-June

Class: B.Com – II Year

I: Objective of course:

cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjfr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. ;qok 'kfDr dks oSf'od ekudksa dh dlkSVh ij [kjk dapu ln`'k cukuk gksA Kku gh og lk/ku gS] tks ekuo lalk/kuksa dks mnkUu ewY;] izHkko'kkyh O;fDrRo vkSj lkFkZd vfLrRo iznku djus esa l{ke gS A

CO2. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZIr vkRefo'okl o laizs"k.kh;rk dks 'kfDr iznku djus esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkj Hkwr ladYiuk dh Hkwfedk vnk djssxhA

CO3. lkFkZd l{ke tkx:d ukxfjd cudj jk"V^a fuekZ.k dh vn~Hkqr vfuok;Z dM+h cusxsA

CO4. laizs"k.kh;rk ds iz{ksikL= dk lVhd iz;ksx djds og thou ds gj {ks= esa

oakfNr izHkko ,oa lQyrk izklr djsxsaA

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1							1	2
CO 2				2				3
CO 3	1	2						
CO 4		1				2		

V : Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	bdkbZ&I	1½ og rksM+rh iRFkj	ikB~;dze dk ifjp;] dfo ifjp;] dfork esa vk, dfBu 'kCnksa ds vFkZ] dfork dk HkkokFkZA	B.No 1
2		2½ fnekxh xqykeh	ys[kd ifjp;] fuca/k dk lkjak'k] oLrqfu"B	B.No 1
3			y?qk iz'u& mRrjh; rFkk nh?kZ mRrjh; iz'u le>k,xs	B.No 1
4		3½ o.kZ fD;kl	ys[kd ifjp;] o.kZ foU;kl dk vFkZ] o.kZ foU;r ls lacaf/kr oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 2
5			o.kZ le>k,xs	B.No 2
Co:1 dfo] ys[kdksa ls ifjpr gksaxs rFkk O;kdj.k ls lacaf/kr eqyHkwr tkudkj izklr djsaxsA				

6	bdkbZ&II	ukjhRo dk vfHk'kki	ysf[kdk dk ifjp;] fuca/k dk lkjak'k oLrqfu"B] y?qmRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
7		phQ dh nkor	ys[kd ifjp;] dgkuh dk lkjak'k oLrqfu"B	B.No 1
8			y?qk mRrjh;] rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
9		fojke fpUg	fojke fpUg dk vFkZ] egRo] fgUnh ds fojke fpUgksa ds fy, iz;qDr ladsr	B.No 2

Co:1 fgUnh Hkk"kk esa izpfyr fojke fpUgksa dh tkudkj izklr djsaxs rFkk o`) ekrk&firk ds izfr IEeku dh Hkkouk tkx`r gksxh A

fuca/k

10	bdkbZ&III	pyh Qxqugj ckSjs vke	ys[kd ifjp;] fuca/k] esa vk, dfBu 'kCnksa ds vFkZ] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZA	B.No 1
11		bUnz/kuq"dk dk jgL;	ys[kd ifjp;] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
12		laf/k	laf/k dk vFkZ] Hksn] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 2

Co: 1]2

LO 4 ykSDLHkk ls ifjpr gksxs rFkk oSKkfud 'kCnkoyh ls ifjpr gksxsA

13	bdkbZ&IV	liuksa dh mM+ku	fuca/k esa vk, dfBu 'kCnksa ds vFkZ] fuca/k dk lk] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
14		gekjk lkSj e.My	lkSj e.My esa mifLFkr xzg mixzg] xzfgdk,W ,oa rkjksa dk ifjp; rFkk lacaf/kr y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1

A-4 Presentations

15		izeq[k oSKkfud vkfo"dkj vkSj gekjk thou	izeq[k oSKkfud vkfo"dkjksa rFkk vkfo"dkjd dh tkudkj] lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
16		lekl	lekl dk vFkZ] Hksn] oLrqfu"B] y?qmRrjh; rFkk nh?kZ mRrjh;	B.No 2

			iz'uksa ij fopkj fofue;	
Co:3				
Lo vius liuksa dks lkdkj djus dk iz;Ru djsaxs rFkk l{ke] tkx:d ukxfjd cusaxsA				
17	bdkbZ&V	f'kdkxksO;k[;ku	ys[kd ifjp;] O;k[;ku dk lkj] oLrqfu"B] y?qk mRrjh; rFkk nh?kZ mRrjh; iz'uksa ij ppkZ	B.No 1
18		/keZ vkSj jk"V ^a okn	ys[kd ifjp;] ys[k dk lkjak'k lacaf/kr iz'uksa ij fopkj fofue;	B.No 1
19		lknxh	ys[kd ifjp;] lkjak'k] lacaf/kr oLrqfu"B] y?qqmRrjh; rFkk nh?kZ mRrjh; iz'uksa ij fopkj fofue;	B.No 1
VI: Book Reference : uSfrd ewY; vkSj Hkk"kk&e/;izns'k fgUnh xzUFk vdkneh] Hkksiky lkekU; fgUnh&Y;wlsaV				

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days

VIII Rubric for Internal Assessment			
Subject: Hindi			
B.Com.II Year			
Goal: To Develop Hindi Language.			
Objective.cPpksa esa Lokoyach dh Hkkouk fodflr gksxh vkSj vius dk;Z Lo;a djus ds fy, izsfjr gksxsA osnksa vkSj mifu"knksa dks i<+us dh vksj vxzflr gksaxsA u,&u, 'kCnksa ls ifjpr gksxs rFkk IR; ds ekxZ ij pyus ds fy, izsfjr gksaxsA			
4-5 Marks	3-3.5Marks	2-2.5 Marks	0-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.
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IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Corporate Accounting****Session: July-June****Class: B. Com. II Year (Pass course)**

I: Objective of course: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares, Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Able to understand the accounting procedure of Banking Companies and Insurance Company

CO2: Helps to give an exposure to the Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation

CO3: Gain knowledge about Valuation of Shares and Goodwill & got an idea of Liquidation of Companies

CO4: Able to understand the knowledge of Holding & Subsidiary Company and learned accounting procedure for Amalgamation and Reconstruction.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3				1		3
CO 2		2			1			
CO 3		2				2		2
CO 4	3	2		2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Final Accounts of Companies (Including calculation of managerial remuneration) Declaration of Dividends, Profit & Loss appropriation account & disposal of profits, calculation of pre & post incorporation profit or loss.	Introduction & meaning of Final Accounts or Annual Accounts of companies.	B.N.1
2			General Instructions for preparation of Balance sheet.	B.N.1
3			General instructions for preparation of Statement of Profit & Loss.	B.N.1
4			Practical Questions of Final Accounts of Companies.	B.N.1
5			Practical Questions of Final Accounts of Companies	B.N.1
6			Remuneration to the Directors and Managing Directors.	B.N.1
7			Determination of net profit for calculating managerial remuneration.	B.N.1
8			Practical Questions of Managerial remuneration.	B.N.1
9			Practical Questions of Managerial remuneration	B.N.1
10			Introduction & meaning of Dividend and divisible profit.	B.N.1
11			Procedure of declaration of Dividend.	B.N.1
12			Practical Questions .	B.N.1
13			Appropriation of profit and loss.	B.N.1
14			Procedure of disposal of profit.	B.N.1
15			Practical Questions.	B.N.1
16			Method of finding out Profit or loss prior to or subsequent to Incorporation.	B.N.1

17		Allocation of Expenses.	B.N.1
18		Practical Questions of Apportionment of profit.	B.N.1
19		Practical Questions based on statement of P&l	B.N.1
20		Practical Questions of Division of profit on monthly average basis.	B.N.1
21		Preparation of Balance Sheet .	B.N.1

Co: 2

Lo: Can able to calculate managerial remuneration & know the difference between capital and revenue profit.

22	2	Valuation of goodwill & shares, Methods of valuation, accounts of public utility companies (Electricity company)	Meaning and definition of Goodwill.	B.N. 4
23			Nature and types of Goodwill.	B.N. 4
24			Factors affecting the value of goodwill.	B.N. 4
25			Average profit method	B.N. 4
26			Practical Questions of Average profit method.	B.N. 4
27			Practical Questions of Average profit method	B.N. 4
28			Calculation of Weighted Average profit method.	B.N. 4
29			Practical Questions .	B.N. 4
30			Super profit method .	B.N. 4
31			Practical Questions of Super profit method.	B.N. 4
32			Practical Questions of Average profit method	B.N. 4
33			Calculation of Capitalisation method.	B.N. 4
34			Practical Questions .	B.N. 4
35			Annuity method for valuation of goodwill.	B.N. 4

36			Practical Questions.	B.N. 4		
37			Meaning and necessity of Valuation of Shares.	B.N. 4		
38			Factors affecting value of shares.	B.N. 4		
39			Net Asset or Asset valuation method .	B.N. 4		
40			Practical Questions.	B.N. 4		
41			Practical Questions.	B.N. 4		
42			Yield or Income Valuation Method.	B.N. 4		
44			Practical Questions	B.N. 4		
45			Calculation of Fair Value Method.	B.N. 4		
46			Practical Questions.	B.N. 4		
47			Practical Questions of Earning Per Share Method.	B.N. 4		
48			Meaning of Public Utility Company & double Account System.	B.N. 4		
49			General Balance Sheet.	B.N. 4		
50			Practical Questions.	B.N. 3		
51			Practical Questions	B.N. 3		
52			Practical Questions.	B.N. 3		
CO: 3						
LO: Knowledge of super profit, capitalization of profit, annuity method.						
53	3	Meaning of Holding & Subsidiary company	Meaning & Formation of Holding Company.	B.N.1		
54			Accounting Standards and Consolidated Financial Statements.	B.N.1		

55		,Preparation of consolidated balance sheet of a holding company with one subsidiary company ,Accounting for liquidation of companies	Preparation of Consolidated Balance Sheet.	B.N.1
56			Calculation of Goodwill / Capital Reserve,Minority Interest.	B.N.1
57			Practical Questions.	B.N.1
58			Practical Questions	B.N.1
59			Practical Questions	B.N.1
60			Modes of Winding –Up.	B.N.1
61			Liquidator’s Statement of account.	B.N.1
62			Practical Questions.	B.N.1
63			Practical Questions.	B.N.1
CO:4				
LO Fundamental knowledge of Holding Companies and their working style.				
64	4	Accounting for merger as par AS 14 ,Internal reconstruction of a company as par Indian accounting standard 14 (Excluding intercompany holdings and external reconstruction scheme)	.Definition and types of Amalgamation.	B.N.1
65			Accounting standard -14 and Amalgamation.	B.N.1
66			Determination of Purchase Consideration.	B.N.1
67			Journal Entries in the books of Transferor Company.	B.N.1
68			Journal Entries in the books of Transferee company.	B.N.1
69			Necessary Ledger Accounts.	B.N.1
70			Practical Questions.	B.N.2
71			Practical Questions.	B.N.2
72			Practical Questions.	B.N.2
73			Practical Questions.	B.N.2
74			Introduction of Internal Reconstruction of Companies.	B.N.1
75			Journal entries related to Internal Reconstruction.	B.N.1

76			Practical Questions.	B.N.1
77			Practical Questions.	B.N.1
CO: 4				
LO: Practical knowledge of merger & reconstruction				
78	5	Accounting of banking companies ,Accounts of Insurance companies with claim settlement	Functions and services of a Modern Bank	B.N.1
79			New form of Profit & Loss Account & Balance sheet.	B.N.1
80			Practical Questions.	B.N.1
81			Practical Questions.	B.N.1
82			Practical Questions.	B.N.1
83			Accounts of Insurance Companies.	
84			Practical Questions.	B.N.1
CO: 1				
LO: Understand the accounting procedure of banking companies and Insurance companies.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Corporate Accounting, Sahitya Bhawan Publication.
2. S.N. Maheshwari, Corporate Accounting, Vikas Publishing house.
3. K.K. Verma, Corporate Accounting, Excel books.
4. Sanjay Mehta, Corporate Accounting, Devi Ahilya Prakashan.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Corporate Accounting
B.Com. II Year (Pass Course)
Goal : Students develop the ability to understand the accounting procedure of Banking Companies and Insurance

Company , Final Accounts of Companies and distribution of Profit & Loss of Pre Incorporation and Post Incorporation ,methods for valuation of goodwill and shares

Objective: The main object of the subject is to enable the students to develop awareness and curiosity about issue of shares ,Debentures, Final accounts , liquidation of companies etc.in conformity with the latest provisions of the Companies Act ,2013

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Corporate Accounting.	% Students having the desirable understanding of Corporate Accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Cost Accounting****Session: July-June****Class: - B.Com II yr.**

I: Objective of course: to objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Explain the concept and role of cost accounting in the business management of manufacturing and non-manufacturing companies.

CO2: Define the unit costing, Contract, operating & Processing cost and their impact on value creation in the manufacturing and non-manufacturing companies.

CO3: Depth study of cost accounting systems and accumulation procedures and a search into the elements of material, labor and factory overhead costs.

CO4: Marginal costing and used for decision making and performance evaluation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3			2	2	
CO 2				3			2	
CO 3		3				3		
CO 4			1			2	3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Cost accounting	Cost Meaning, concept	B.N.-2
2			Classification, Elements of Cost	B.N.-2
3			Nature & Importance of	B.N.-2
4		Material Cost Control	Cost , Material costing.	B.N.-2
5			Methods of Valuation of Material issued.	B.N.-2&1
6			Concept and material control and its techniques	B.N.-2
7			Particle Question of Material Control	B.N.-2
8			Particle Question of Material Control	B.N.-2
9			Particle Question of Material Control	B.N.-2
10			Labour costing	Labour costing Meaning, concept, their techniques	B.N.-2
11		Particle Question of Labour costing		B.N.-2
12		Particle Question of Labour costing		B.N.-2
13		Particle Question of Labour costing		B.N.-2
14		Wage Payment	Wages Payment and their concept	B.N.-2
15			Methods of Wages Payment	B.N.-2
16			Particle Question of Wages Payment	B.N.-2
17			Particle Question of Wages Payment	B.N.-2
18			Particle Question of Wages Payment	B.N.-2
CO: 1 &3				

LO: To express the place and role of cost accounting in the material and material Labour costing manufacturing business

19	2	Unit Costing	Meaning ,objectives of unit or output costing	B.N.-2
20			Methods of determining unit cost	B.N.-2
21			Types of Cost sheet	B.N.-2
22			Preparation of Cost sheet and Practical problem of cost sheet	B.N.-2
23			Practical problem of cost sheet	B.N.-2
24			Practical problem of cost sheet	B.N.-3
25			Practical problem of Absorption overheads rate	B.N.-2
26			Practical problem of cost but no change in past percentage	B.N.-3
27			statement of cost (Including calculation of tender price)	B.N.-3
28			Practical problem of tender price	B.N.-2
29			Practical problem of tender price	B.N.-2
30		Machine hour rate method	Overheads costing meaning and process of of machinery hour rate	B.N.-2
31			Overheads costing (Including calculation of machinery hour rate)	B.N.-2
32			Practical problem of Machine hour rate	B.N.-2
33			Practical problem of Machine hour rate	B.N.-3
34			Practical problem of Machine hour rate	B.N.-1
35			Practical problem of Machine hour rate	B.N.-7

CO: 2

LO: Provide unit costing, cost accounting and overheads costing importance their impact on business

36	3	Contract costing	Contract meaning , features & contract ledgers	B.N.-2
37			Specimen of contract account and Explanation of various shown in debit & credit sides of contract a/c	B.N.-2
38			Practical problem of contract costing	B.N.-2

39			Practical problem of contract costing	B.N.-7
40			Practical problem of Incomplete contract costing	B.N.-2
41			Practical problem of work certification contract costing	B.N.-2
42			Practical problem of cost of work uncertified	B.N.-3
43			Practical problem of contract a/c based on Trial Balance	B.N.-7
44			Practical problem of Accounting standard-7	B.N.-2
45				
46	Job Costing		Procedure of Job costing	B.N.-2
47			Practical problem of Job Costing	B.N.-3
48	Operating Costing		Meaning , scope of operating costing	B.N.-2
48			Transport operating costing & Practical problem of operating costing	B.N.-2
49			Practical problem of power house Operating costing	B.N.-2
50			Practical problem of power house Operating costing	B.N.-3
51			Practical problem of power house Operating costing	B.N.-7
52			Practical problem of hotel Operating costing	B.N.-3
53			Practical problem of hotel Operating costing	B.N.-2
54			Practical problem of Hospital Operating costing	B.N.-2
55			Practical problem of Hospital Operating costing	B.N.-3
56			Practical problem of Hospital Operating costing	B.N.-3

57			Practical problem of Cinema Operating costing	B.N.-2
58			Practical problem of Cinema Operating costing	B.N.-7
59			Practical problem of Cinema Operating costing	B.N.-3
CO: 1 & 3				
LO: To Differentiate methods of Contract, Job costing of production and Operating cost is help in business				
60	5	Process costing	Process costing –meaning & characteristics	B.N.-2
61			Distinction between job costing & process costing	B.N.-2
62			Practical problem of Process costing	B.N.-2
63			Practical problem of Process costing	B.N.-2
64			Practical problem of normal loss having realizable value of scrap	B.N.-3
65			Practical problem of Abnormal wastage Process costing	B.N.-7
66			Practical problem of Abnormal Gain Process costing	B.N.-7
67			Practical problem of Process having opening & closing stocks	B.N.-7
68				Practical problem of Process costing	B.N.-2
69		Reconciliation of Cost	Meaning, objectives ,process of Reconciliation	B.N.-2
70			Practical problems of Reconciliation	B.N.-2
71			Practical problems of Reconciliation statement	B.N.-2
72			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
73			Practical problems of Reconciliation statement when total cost & cost per unit	B.N.-2
CO: 2				
LO: To Interpret the impact of the Process costing & reconciliation of cost & financial Accounts.				
74	5	Marginal Costing	Marginal Costing –meaning & concept, Profit – Volume Ratio,	B.N.-2

75		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
76		Practical problems of Profit –Volume Ratio, Break Even Point	B.N.-2
77		Practical problems of Margin of safety , Application of Break –Even Analysis	B.N.-7
78		Practical problems of Standard costing and various analysis (material and Labour only)	B.N.-7
CO:4			
LO: To provide differentiate methods of calculating marginal costing			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Prof. M.L. Singhai ,Cost Accounting- satish printers & publishers
2. Prof. M.L. Cost Accounting -Agarwal Sahitya Bhawan Publication
3. Jain & Narang Cost Accounting- Kalyani Publication , New Delhi
4. Arora MN, Cost Accounting principles & practices , Vikas New Deihi
5. Maheshwari S.N., Advance problems & solutions in cost accounting – Sultan chand, New Delhi
6. Jain B.K. , Prof. Jain N.C. - Cost Accounting – Ramesh Book Depot, Jaipur
7. Mehta Brahmhatt, Cost Accounting-Devi Ahilya Prakashan , Indore

VII: Notes

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Cost Accounting
B.Com. B.Com II yr.
Goal : to knowledge will be provide students with Cost accounting and their process

Objective: To objectives of this course is to acquaint the students with the basic concept of cost accounting, Unit costing, contract, process & marginal costing.

8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Cost accounting.	% Students having the desirable understanding of Cost accounting.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Elements of export marketing

Session: July-June

Class: B-com (Foreign Trade) Second Year

I: Objective of course: The objective of this course is to acquaint students with developing export products and export marketing strategy.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Acquiring knowledge and scope of export marketing

CO2: Understanding and developing of export products

CO3: Acquiring knowledge regarding settlement of disputes at international level

CO4: Classification of channels of distribution and promotional activities in international market

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3		1		2		3
CO 2	2	2						2
CO 3				3		2	2	
CO 4	2	2		2		3		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I				
1		Role of export, scope of export	Concept of international marketing	B.NO.3
2			Definition and meaning of export	B.NO.12

3	1	marketing and why should affirm export.	Need and importance of export marketing	B.NO.12
4			Features of export marketing	B.NO.12
5			Scope of export marketing	B.NO.12
6			Benefits of export	B.NO.1
7			Major problems of exporters	B.NO.1
8			Assistance available to Indian exporters	B.NO.12
9			Group discussion on importance of exports	B.NO.12

CO: 1

LO: Ability to understand the role and scope of export marketing

10	2	Selection of export products, selecting export markets	Introduction of product planning	B.NO.12
11			Concept of Export products	B.NO.12
12			Criteria for selection of product for export	B.NO.12
13			Need of product selection in International market	B.NO.12
14			Importance of product planning	B.NO.1
15			Product design strategy	B.NO.5
16			New product development process	B.NO.5
17			Meaning of product positioning	B.NO.5
18			Steps in product positioning	B.NO.5
19			Importance of product positioning	B.NO.1
20			Significance of Branding	B.NO.1
21			Importance of packaging	B.NO.1
22			Role of advertising in international marketing	B.NO.4
23			Product mix and after sales service	B.NO.4
24			Group discussion on product selection in international market	
25			Introduction to export market	B.NO.5
26			Selection of export products	B.NO.1
27			Selection of export markets	B.NO.1
28			International market selection process	B.NO.1
29			Selection of overseas buyers	B.NO.4

30			PPT Presentation on international market	B.NO.4
31			Group discussion on market selection	B.NO.4
CO: 1,2				
LO: Determining export products and analyzing markets for exports.				
32	3	Direct and Indirect export and role of export house. Channel selection and appointment of agency agreement and payment of agency commission.	Introduction to Distribution channels	B.NO.1
33			Characteristics of distribution channels	B.NO.1
34			Role and functions of distribution channels	B.NO.1
35			Types of marketing channels	B.NO.1
36			Meaning of Direct exporting	B.NO.1
37			Advantages and disadvantages of Direct exporting	B.NO.4
38			Meaning of Indirect exporting	B.NO.4
39			Advantages and disadvantages of indirect exporting	B.NO.4
40			Alternative approaches to channel strategy	B.NO.4
41			Physical distribution of logistics	B.NO.5
42			Factors influencing on channel selection	B.NO.5
43			Factors affecting decision of logistics	B.NO.5
44			Role of export houses	B.NO.5
45			Role of export brokers	B.NO.1
46			Eligibility for recognition as export house	B.NO.1
47			Advantages and disadvantage of export merchants	B.NO.1
48			Meaning and elements of Export agency agreement	B.NO.1
49			Remittance of commission to overseas agents	B.NO.1
50			Content an clauses of agency contract	B.NO.1
51			Niche marketing	B.NO.1
52			Payment of agency commission in India	B.NO.5
53			Group discussion on channels of distribution	

CO: 4**LO:** Understanding the role of export houses and agencies in global market.

54			Meaning of Promotion of business abroad	B.NO.1
55			Characteristics and functions of promotion	B.NO.1
56			Major components of promotion mix	B.NO.3
57			Factors affecting promotion mix	B.NO.3
58			Nature of service and service organization	B.NO.3
59			Use of mailing lists	B.NO.3
60			Concept of direct mail advertisement	B.NO.3
61			Merits and demerits of direct mail	B.NO.3
62			International advertising programme	B.NO.15
63			Factors relating to advertising agency	B.NO.15
64			Advantages and disadvantage of various forms of advertising media	B.NO.15
65			Importance of International trade fairs and exhibitions	B.NO.15
66			Types of trade fairs	B.NO.15
67			Participation in trade fairs	B.NO.15
68			Arrangements for exhibition	B.NO.15
69			Checklist of participation in trade fairs and exhibition	B.NO.1
70			Revision	B.NO.1
71			Group discussion on Trade fairs and exhibition abroad	B.NO.1

CO: 4**LO:** Awareness about promotion of business at International level

72	5	Legal aspects of export contracts including INCO terms. Arbitration and settlement of disputes.	Introduction to legal aspects of export contract	B.NO.3
73			Joint venture contract	
74			Transport contract	
75			Insurance contract clauses	B.NO.3
76			Public law aspects	B.NO.3

77		International Commercial Terms INCO TERMS 2000	B.NO.3
78		Organization of INCO Terms	B.NO.3
79		Settlement of trade disputes in international market	B.NO.12
80		Litigation and Conciliation	B.NO.12
81		Arbitration and general provisions	B.NO.12
82		Arbitration agreement	B.NO.12
83		Appointment of arbitrators	B.NO.12
84		Jurisdiction of Arbitral Tribunals	B.NO.12
85		Conduct of Arbitral proceedings	B.NO.12
86		Making Arbitral award and termination of proceedings	B.NO.12
87		Group discussion of Arbitration	B.NO.12
CO: 3			
LO: Understanding the legal aspects of export contracts and settling of disputes at International level.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Acharya and Jain, Export Marketing, Himailaya PUBLISHING house, 2005
1. M.I.Mahajan, Export Do It Yourself, Snow white, 2006
2. A.J.Singh and Disha Madan, Import-Export Portfolio, Nakoda Publishers and Printers, 2007
3. T.A.S.Balagopal, S.Subramanian Export Marketing
4. Francis Cherunilum, International Trade and Export Management, Himalaya Publishing House, 2008
5. Mohammed Abdul Hai, International Trade and Finance, Ramesh Book Depot, 2009
6. R.K.Kothari, International Marketing
7. Rudarr Datt and KPM Sundaram, Indian Economy
8. Khushpat S.Jain, Export Import Procedures and Documentation, Himailaya PUBLISHING house, 2013
9. Khushpat S.Jain, Export Marketing
10. D.M.Mithani, International Economics
11. B.S.Rathor and J.S.Rathor, Export Marketing, Himalaya Publishing House, 2010
12. Raj Agrawal, International Trade, Excel Books, 2017
13. Aseem Kumar, Export and Import Management, Excel Books, 2007
14. D.C.Kapoor, Export Management, Vikas Publishing House, 2008

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Elements of export marketing			
B-com (Foreign Trade) Second Year			
Goal : Students develop the ability to understand Foreign trade, its theories, trade policies and the concept of foreign exchange.			
Objective of course: The objective of this course is to acquaint students with developing export products and export marketing strategy.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Elements of export marketing.	% Students having the desirable understanding of Elements of export marketing.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks Out 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: English

Session: July-June

Class : B.Com II Year

I: Objective of course:

The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing or communicating ideas, feelings, experiences and realization. The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	3	9
C	Long Answer Types of Questions	4	4	16
				30

III: Course Outcomes (CO):

CO1. The course of English allows student to develop new ideas and ethical view point. Studying English course enriches their LSWR skills and it will help students to update and increase their vocabulary and sentence formation pertaining to all walks of life.

CO2. Students will be able to form the sentence grammatically correct by following the rules and concepts of grammar pertaining to tenses, articles, nouns, pronoun, determiners and verbs.

CO3. Students will be able to comprehend and write an essay in a proper structure –Introduction, main body and the conclusion. They will be able to compose different types of formal and informal letters. While writing letter students adopt different strategies so that the letter serves the intended purpose and is not misunderstood.

CO4. Students will be able to achieve the goal of perfect translation by getting proficiency at both the source language and the target language. They differentiate between sense translation and literal translation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2			3	2	2	
CO 2		2		2		1		
CO 3			1	2			2	1
CO 4			2				1	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
2	I	The Poem “Tree” composed by Tina Morris	Explanation of the Poem, Poet by focusing on the imp of preservation and conservation of nature.	B.NO 1
3			Discussion of textual Questions and answers	B.NO 1
4		Night of the Scorpion	Explanation of the poem and poet by highlighting superstitious belief and unconditional love of rural India.	B.NO 1
5			Discussion and explanation of exercises related to the poem	B.NO 1
6		Idgah: Premchand(translated by Khushwant Singh)	Discussion about the author and then explanation of the story by realizing the various aspects of emotions like love, motherhood, care, sacrifice, happiness and kindness between grandson and grandmother	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		Letter to God by G.L. Swanteh(translated by Donald A. Yates)	Discussion about the author and then explanation of the story by instilling belief in the significance of faith that develops confidence in students.	B.NO 1
9			Discussion of textual questions and answers	B.NO 1
10		The humorous story “My Bank Account” by Stephen Leacock	Discussion about the author and then explaining the story by exposing of witty article by the most popular	B.NO 1

			mockers and article writer.	
11			Discussion of textual questions and answers	B.NO 1
12		The short story “God Sees the Truth, But Wait” by Leo Tolstoy	Discussion about the author and then explaining the story by enriching students’ spiritual quotient	B.NO 1
13			Discussion of exercises related to the short story	B.NO 1
CO1				
LO 1- The students will gain good amount of knowledge of English language and Literature by studying various prose, poetry and story. They will also comprehend about allusions, references, poets, writers and stories etc.				
14	II	Idioms, proverbs and phrasal verbs	a list of appropriate idioms, proverbs and phrasal verbs	B.NO 2,3
15		Tenses	Rules of Tenses and their uses	B.NO 4
16		Prepositions	The importance of correct usage of Preposition	B.NO 2
17		Determiners and verbs	Types of Determiners	B.NO 3,4
18		Articles	Definite and Indefinite Articles	B.NO 2
CO2				
LO2 Students will get to know nouns, pronouns and their types and learn in detail about the function of verbs and their placement in a sentence. They will be able to gain the knowledge of prepositions and articles and their usages.				
17	III	Short Essays on given topics	Formal and Informal essays , some points in writing essays	B.NO 3
18		Formal Letters	The latest format of the formal letter and practice letter	B.NO 3
19		Informal Letters	The latest format of the informal letter and practice letter	B.NO 3
CO3				
LO3 Students will be able to figure out the relevance and importance of essay writing. They will be understand the characteristic features of an essay and learn about the different stages in the writing of an essay. Students will be able to understand the various elements of business letters. They learn the different layouts of a letter, such as indented layout, semi-block layout and full block layout.				
20	IV	Translation of sentences	Translation of passage English to Hindi and Hindi to English	B.NO 2
21			Some passages are given for translation	B.NO 2
CO4				
LO4 Students will be able to understand that translation is a significant vehicle in cross-cultural, cross-lingual and cross-national civilization. They will be able comprehend written and oral translation.				
23	V	Curriculum- vitae	The format of CV	B.NO 3
24		Design of Resume	The points are given in preparing impressive C.V.	B.NO 3
CO4				
Students will be able to understand the nature and importance of employment communication. They will be able to learn about resume design and describe three acceptable resume styles: chronological, functional and combination. They will be able to know how to write a persuasive resume.				

VI Book References:

1. Foundation Course, English Language and Literary Heritage Of India, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: English			
B.Com. II Year			
Goal: To enhance students' Listening, Speaking, Reading and Writing Skills.			
Objective: The objective of this course is to facilitate language learning which is a mean or verbal medium for expressing o			
4-5 Marks	3-3.5Marks	2-2.5 Marks	
Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Nee

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 05
Presentation 05	GD 05	Assignment 05	10		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Environmental Studies****Session: July-June****Class: II Year**

I: Objective of course: This subject is concerned with the environment pollution, environmental degradation and understands those aspects of human behavior which are more directly related to man's interaction with bio-physical environment.

II: Examination:

The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	0.5	2.5
B	Short Answer Types of Questions	5	1.5	7.5
C	Long Answer Types of Questions	5	3	15
				25

III: Course Outcomes (CO):

CO1: Understand the natural environment as a system and how human enterprise affects that system.

CO2: An environmental studies course advances a student's knowledge in a variety of current issues such as energy, pollution and environmental awareness.

CO3: Course covers how to evaluate and address environmental problems and environmental studies Include forest ecology, energy efficiency in buildings. Sustainable practices, harnessing eco- friendly power sources and political ecology.

CO4: Object of course is to address the role of regulation on environment, how social & economical conditions affect ecological issues & major environmental challenges.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1							
CO 2	2							
CO 3			2					
CO 4							2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Study of Environment and Ecology	Definition and importance of Environment	B.No. 1
2			Public Participation	B.No.1
3			Public Awareness	B.No.1
4			Definition of Ecology	B.No.2
5.			Aims and scope of Ecology	B.No.2
6			Evolutionary Development of Ecology	B.No.2
7			Types of Ecology	B.No.2
8			Human ecological Adaptations	B.No.2
9			Future of Ecology	B.No.2
10			Concept of Ecosystem and characteristics	B.No.2
11			Components of ecosystem	B.No.2
12			Types of ecosystem	B.No.2
13			Structure and function of ecosystem	B.No.2
14			Ecological pyramids	B.No.2
15			Major ecosystem of the world	B.No.2
CO: 1				
LO: To understand the concepts of Environment and Ecology.				
16		Environmental Pollution and Population	Meaning and definition of air pollution	B.No. 3
17			Effects of air pollution	B.No.3
18			Measure to control air pollution	B.No.5
19			Meaning and definition of water pollution	B.No.5
20			Sources Causes definition of water pollution	B.No.5

21			Effect of water pollution	B.No.5
22			Measure to control water pollution	B.No.1
23			Meaning and definition of sound pollution	B.No.1
24			Causes / Sources of sound pollution	B.No.1
25			Effect on sound of Noise pollution	B.No.1
26			Measure to control sound of Noise pollution	B.No.1
27			Meaning and definition of thermal pollution	B.No.1
28			Causes / Sources of thermal pollution	B.No.4
29			Effect of thermal pollution	B.No.4
30			Measure to control thermal pollution	B.No.4
31			Meaning and definition of nuclear or radioactive pollution	B.No.3
32			Causes / Sources of nuclear or radioactive pollution	B.No.3
33			Effect of nuclear or radioactive pollution	B.No.3
34			Measure to control nuclear or radioactive pollution	B.No.7
35			Role of an Individual in prevention of pollution	B.No.7
36			Successive pollution growth	B.No.7
37			Disparities b/w countries	B.No.7
38			Population explosion	B.No.7
39			Family welfare programme	B.No.7
40			Environment and human health	B.No.7
41			Cleanliness and disposal of domestic water	B.No.1
CO:2,1				
LO: To develop the knowledge of Environmental Pollution, population and Clean India mission.				
42	3	Natural Resources,	Define natural resources	B.No.8

43		Problems and Conservation	Types of natural resources	B.No.8		
44			Water Resources	B.No.8		
45			Uses of Water resource, Reason for over Utilization of Water	B.No.8		
46			Problem due to over Utilization of Surface and Ground Water	B.No.8		
47			Water Scarcity, Dams- Benefits and Problems	B.No.8		
48			Forest Resources ,Uses of Forest	B.No.8		
49			Forest : Over utilization and Deforestation	B.No.8		
50			Importance of forest Direct and Indirect Advantages of forest	B.No.8		
51			Food Resources, World food Problems	B.No.8		
52			Suggestions for solving world food problem	B.No.8		
53			Energy Resources, Growing Energy Need	B.No.8		
54			Classification of Energy Resource	B.No.8		
55			Land Resource, Kinds of Land	B.No.8		
56			Land Degradation	B.No.8		
57			Soil Erosion, Effect of soil erosion	B.No.8		
58			Soil conservation	B.No.8		
59			Conservation natural resources	B.No.8		
60			Natural resources degradation	B.No.8		
61			Object of resources conservation	B.No.8		
62			Measures of resources conservation	B.No.8		
CO: 3						
LO: To analysis the Problems of Natural Resources and method of its Conservation.						
63	4	Bio-diversity and its Protection	Meaning of biodiversity	B.No.4		
64			Significance of biodiversity	B.No.4		

65		Different rules of biodiversity	B.No.4
66		Measuring biodiversity	B.No.5
67		Distribution of living forms and patterns of biodiversity	B.No.5
68		Biodiversity no spots	B.No.5
69		Importers of biodiversity	B.No.5
70		Biodiversity at different rules	B.No.5
71		Threats of biodiversity	B.No.9
72		Loss of biodiversity	B.No.9
73		Conservation of biodiversity	B.No.9

CO:1**LO:** Help to give proper idea of Bio -diversity and its protection.

74		What is Disaster ?Types of Disasters	B.No.6
75		Disaster Management	B.No.6
76		Environment conservation laws	B.No.6
77		Wildlife conservation Coues	B.No.4
78		Power to make rules	B.No.10
79		Issues involved in enforcement of environmental legislation	B.No.10
80		Revision	
81		Revision	
82		PPT Presentation By students	
83		PPT Presentation By students	

CO: 4**LO:** To acquaint the students about the Disaster management and Environment conservation laws.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Environmental studies - R. B. Singh
2. Sustainable Human Ecology – H. D. Kumar
3. Environmental Studies – Dr. Ashish Pathak
4. Fundamental of concept in Environment - D.D. Mishra
5. Environmental Studies- Dr. Milind Kothari
6. Essentials of Environmental Studies- Josheph and Kurien
7. Textbook of Environmental Studies – D. K. Asthana
- 8.Environmental Studies – Dr. R. B. Singh, Dr. D. K. Thakur, Dr. A. K. Neema
9. Fundamental of concept in Environmental Studies
10. Environmental Studies –Dr. Anis Siddiqqi, Dr. Rajeev Sharma

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical and practical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: EVS			
B.Com. 2nd Year			
Goal : The field of environmental science can be divided into three main goals, which are to learn how the natural world works, to understand how we as humans interact with the environment, and also to determine how we affect the environment.			
Objective: Environment education is concerned with those aspects of human behaviour which are more directly related to man's interaction with bio-physical environment and his ability to understand this interaction.			
4-5Marks	3-3.5 Marks	2-2.5 Marks	00-1.5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of EVS	% Students having the desirable understanding of EVS	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 25	Final Internal Marks 5
Presentation 5	GD 5	Assignment 5			

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Foreign Trade Financing and Procedures

Session: July-June

Class: B-com (Foreign Trade) Second Year

I: Objective of course: The objective of this course is to make students aware of various methods of payments in international market as well as foreign exchange control system.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Understanding the various methods of Payments in International market

CO2: Significance of various financial institutions for promoting exports in the country

CO3: Provides conceptual knowledge for obtaining credit for exports.

CO4: Understanding the concept of foreign exchange control system of India

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2		3		2		2
CO 2	2	2		2	2	2		3
CO 3			2	2				
CO 4				2		2	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Export payment terms including letters of credit and their operation. Pre shipment and post shipment finance.	Meaning and characteristics of International Payments	B.NO.12
2			Need of international payments	B.NO.12
3			Methods of international payments	B.NO.12
4			Characteristics of documentary credit	B.NO.5
5			Types of letters of credit	B.NO.5
6			Significance of documentary credit	B.NO.5
7			Advantages to exporters and importers	B.NO.5
8			Documents attachment with documentary credit	B.NO.3
9			Importance of pre-shipment finance	B.NO.1
10			Features of pre-shipment finance	B.NO.1
11			Procedure for obtaining pre-shipment finance	B.NO.1
12			Salient features of post-shipment finance	B.NO.3
13			Types of post-shipment finance	B.NO.3
14			Difference between pre-shipment finance and post-shipment finance	B.NO.5
15			General discussion	
CO: 1				
LO: Ability to understand export payment terms and procedure for obtaining finance.				
16	2	Export payment terms including letters of credit and their operation. Pre shipment and post shipment finance.	Importance of Import finance	B.NO.5
17			Methods of Import finance	B.NO.5
18			Financing import against deferred payment imports	B.NO.5

19		Letter of commitment method	B.NO.3
20		Counter trade	B.NO.3
21		Financial institutions for financing	B.NO.3
22		Functions of banks	B.NO.3
23		Role of banks	B.NO.5
24		Role of Reserve bank of India in financing	B.NO.5
25		Role of commercial banks	B.NO.1
26		Non-fund based assistance of commercial banks	B.NO.
27		Letter of credit	B.NO.5
28		Documents against payment	B.NO.5
29		Documents against acceptance	B.NO.5
30		Procedure involved in letters of credit	B.NO.3
31		Precaution for letter of credit	B.NO.3
32		Revision	

CO: 2,3

LO: Ability to understand export payment terms and procedure for obtaining finance.

33	3	Obtaining ECGC policy and filing claims. Obtaining long term export credit from EXIM Bank	Export credit guarantee corporation of India	B.NO.3
34			Functions of ECGC	B.NO.3
35			Policies issued by ECGC	B.NO.3
36			Financial guaranteed issued by ECGC	B.NO.5
37			Special schemes of ECGC	B.NO.5
38			Standard policy of ECGC	B.NO.5
39			Specific policies	B.NO.5
40			Critical assessment of ECGC	B.NO.3
41			Filing claims	B.NO.3

42		Objectives and need of EXIM Bank	B.NO.5
43		Functions of EXIM Bank	B.NO.5
44		Advisory functions	B.NO.3
45		Promotional functions	B.NO.5
46		Export assistance by EXIM Bank	B.NO.1
47		Fund based assistance of EXIM Bank	B.NO.1
48		Non-fund based assistance of EXIM Bank	B.NO.1
49		Revision	

CO: 3

LO: Awareness regarding filing claims and obtaining long term export credit.

50	4	Costing and pricing for export	Introduction to costing and pricing in export marketing	B.NO.1
51			Meaning of price	B.NO.1
52			Factors affecting determination of export price	B.NO.1
53			Importance of export pricing	B.NO.1
54			Export pricing methods	B.NO.1
55			Export pricing strategies	B.NO.1
56			Export price quotations	B.NO.1
57			Computation of FOB Price and impact of incentives	B.NO.5
58			Foreign exchange market	B.NO.5
59			Methods of quoting exchange rates	B.NO.5
60			Break even analysis	B.NO.5
61			Skimming pricing strategy	B.NO.5
62			Penetration pricing strategy	B.NO.5
63			Advantages and disadvantages of penetration pricing strategy	B.NO.5

64			CIF Quotation and FOB Quotation	B.NO.5
65			Total cost and marginal cost pricing	B.NO.5
CO: 1				
LO: Determining cost and calculating price for exports.				
66	5	International Capital markets, foreign exchange rates, exchange fluctuations and obtaining forward cover.	International capital market	
67			Introduction to the concept of Foreign Exchange	B.NO.5
68			Meaning and Definitions of Foreign Exchange	B.NO.5
69			Importance of Foreign Exchange	B.NO.5
70			Problems of Foreign Exchange	B.NO.5
71			Definitions of Foreign Exchange rate	B.NO.6
72			Types of Foreign Exchange rates	B.NO.6
73			Arguments in favor and against of fixed exchange rate	B.NO.6
74			Advantages and disadvantages of flexible exchange rates	B.NO.6
75			Purchasing Power Parity Theory	B.NO.6
76			Causes of fluctuations in rate of exchange	B.NO.6
77			Effects and methods of control	B.NO.6
CO: 4				
LO: Knowledge about capital market and foreign exchange control system.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Acharya and Jain, Export Marketing, Himailaya PUBLISHING house, 2005
2. M.I.Mahajan, Export Do It Yourself, Snow white, 2006
3. A.J.Singh and Disha Madan, Import-Export Portfolio, Nakoda Publishers and Printers, 2007
4. T.A.S.Balagopal, S.Subramanian Export Marketing
5. Francis Cherunilum, International Trade and Export Management, Himalaya Publishing House, 2008
6. Mohammed Abdul Hai, International Trade and Finance, Ramesh Book Depot, 2009

R.K.Kothari, International Marketing

1. Rudarr Datt and KPM Sundaram, Indian Economy
2. Khushpat S.Jain, Export Import Procedures and Documentation, Himailaya PUBLISHING house, 2013
3. Khushpat S.Jain, Export Marketing
4. D.M.Mithani, International Economics
5. B.S.Rathor and J.S.Rathor, Export Marketing, Himalaya Publishing House, 2010
6. Raj Agrawal, International Trade, Excel Books, 2017
7. Aseem Kumar, Export and Import Management, Excel Books, 2007
8. D.C.Kapoor, Export Management, Vikas Publishing House, 2008

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Foreign Trade Financing and Procedures			
B-com (Foreign Trade) Second Year			
Goal : Students develop the ability to understand various methods of payment in the International market and the significance of financial institutions for promoting exports in the country.			
Objective: The objective of this course is to make students aware of various methods of payments in international market as well as foreign exchange control system.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Foreign Trade Financing and Procedures	% Students having the desirable understanding of Foreign Trade Financing and Procedures.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks Out 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Management****Session: July-June****Class: B.Com. II year**

I: Objective of course: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: Identify and evaluate social responsibility and ethical issues involved in business situations

CO2: Evaluate leadership styles to anticipate the consequences of each leadership style

CO3: Practice the process of management's functions: planning, organizing, leading, and controlling etc

CO4: Explain the basic control process and monitoring points and describe the different levels and types of control

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2				3				
CO 3		3			3			
CO 4	2	2	3		2			1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Management	Meaning and Definition of Management	B.N.-1
2			Importance of Management	B.N.-1
3			Functions and Principles of Management	B.N.-1
4			Management V/S Administration	B.N.-1
5		Social responsibilities of Management	Development of Managerial Thought in General	B.N.-2
6			Contribution of Taylor in Management	B.N.-2
7			Contribution of Fayol in Management	B.N.-2
8			Management By Exception	B.N.-1
9			Management By Objectives	B.N.1
10			Social responsibility of Management	B.N.-2
11			Meaning, definition and concept of Planning	B.N.-2
CO: 1				
LO: Explained the students about concepts and significance and social responsibility of management.				
12	2	Decision Making	Process and Techniques of Planning	B.N.-2
13			Decision Making Concept	B.N.-2
14			Process of Decision Making	B.N.-1
15			Meaning, definition and concept of organization	B.N.-1
16			Principles of Organization	B.N.-1

17			Significance of Organization	B.N.-2
CO: 2				
LO: Explained forms of planning and Process of Decision Making				
18	3	Motivation	Motivation concept	B.N.-1
19			Theories of Motivation	B.N.-2
20			Theories of Motivation	B.N.-1
21			Importance of motivation	B.N.-1
22		Leadership	Monetary motivation	B.N.-3
23			Monetary motivation	B.N.-3
24			Non-monetary motivation	B.N.-1-
25			Non-monetary motivation	B.N.1
26			Leadership-Meaning, definition and concept	B.N.-2
27			Qualities of a good leader	B.N.-2
28			Difference between leader and manager	B.N.-2
29			Leadership Patterns	B.N.-2
30			Leadership Styles	B.N.-2
31			Leadership theories	B.N.-2
32			Leadership theories	B.N.-2
33			Techniques used in Leadership	B.N.-2
34			Theories of leadership	B.N. -2
35			Theories of leadership	B.N.-2
36			Theories of leadership	B.N.-5

37		Direction	Meaning and definitions of Direction	B.N.-5
38			Characteristics and Importance of Direction	B.N.-5
39			Principles of Direction	B.N.-5
40			Techniques of Direction	B.N.-5
41		Controlling	Definition & Concept of Controlling	B.N.-5
42			Process of controlling	B.N.-4
43			Effective control system and control technique	B.N.-4

CO: 3**LO: Explained different theories of Motivation and leadership**

44	4	Human Resource Management	Meaning and definition of Human Resource Management	B.N.-4
45			Concept of HRM	B.N.-4
46			Objectives of Human Resource Management	B.N.-4
47			Scope of HRM	B.N.-4
48			Importance of HRM	B.N.-1
49			Functions of HRM	B.N.-1
50			Responsibilities of HR Manager	B.N.-1
51			Principles of HRM	B.N.-1
52			Human Resource Management Process	B.N.-1
53			Objectives of Manpower Planning	B.N.-1
54			Role of HRP Professionals	B.N.-4
55			Impact of Technology on Human resource Planning	B.N.-4
56			Barriers to HRP	B.N.-4

CO: 3**LO: Brief introduction of Human Resource Management**

57	5	Man Power Planning	Meaning of Recruitment	B.N.-4
58			Definition of Recruitment	B.N.-4

59		Sources of Recruitment	B.N.-4
60		Methods of Recruitment	B.N.-4
61		E-Recruitment	B.N.-4
62	Training	Meaning of Training	B.N.-4
63		Definition of Training	B.N.-4
64		Process of Development	B.N.-2
65		Process of Development	B.N.-2
66		Meaning and Definition of Training	B.N.-4
67		Training Purpose	B.N.-4
68		Need of Training	B.N.-4
69		Objectives of Training	B.N.-4
70		Objectives of Training	B.N.-5
71		Process of Development	B.N.-5
72		Advantages of Training	B.N.-4
73		Methods of Training	B.N.-4
74		Recent Training Trends	B.N.-4
75	Job Evaluation	Meaning of Job Evaluation	B.N.-5
76		Objectives of Job Evaluation	B.N.-5
77		Techniques of Job Evaluation	B.N.-4

78		Revision	
CO: 4			
LO: Explained them different procedure of Recruitment and Selection			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr.R.C.Gupta,Principles of Management,Sahitya Bhawan Publication
2. Dr. S.C. Saxena, Principles of Management,Sahitya Bhawan Publication
3. T.N Chhabra, Principles of Management, Dhanpat Rai & Co.
4. Sridhara Shetty, Human Resource Development, Himalaya Publication
5. K. Aswathappa, Human Resource Development, McGraw Hill Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Management			
B.Com.II Year			
Goal: To develop understanding among students about management and leadership..			
Objective: to provide knowledge about the management's functions: planning, organizing, leading, and controlling etc. and how to apply all of these in a business enterprise.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Principles of Statistics****Session: July-June****Class: B.Com. II year Pass Courses**

I: Objective of course: Objective of course is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.

II: Examination: The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	3	15
C	Long Answer Types of Questions	5	4	20
				40

III: Course Outcomes (CO):

CO1: be statistically and numerically literate.

CO2: have statistical concepts such as statistical collection, species characteristics, statistical series, tabular and graphical representation of data.

CO3: be able to independently read statistical literature of various types, including survey articles, scholarly books, and online sources.

CO4: be able independently to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			2			
CO 2	2	2				2	2	
CO 3	3		2			2	2	
CO 4	3				2			

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Statistics- Meaning and definitions, Significance, Scope and limitations of statistics. Statistical investigation. Process of data collection, Primary and secondary data, Methods of sampling, Preparation of questionnaire, Classification and tabulation of data, preparation of statistical series and its types.	Statistics- Meaning, definition and scope.	B.N.5
2			Significance and limitations of statistics.	B.N.5
3			Planning and types of statistical Investigation.	B.N.5
4			Methods of Investigation.	B.N.5
5			Collection of primary and secondary data.	B.N.5
6			Preparation of Questionnaire.	B.N.5
7			Editing of primary Data.	B.N.5
8			Classification of statistical errors and their sources.	B.N.5
9			Classification and tabulation of data.	B.N.5
10			Kinds of tables, rules of tabulation.	B.N.5
11			Analysis and Interpretation of data.	B.N.5
12			Analysis and Interpretation of data.	B.N.5
13			Frequency distribution and statistical series.	B.N.5
14			Diagrammatical and graphical presentation.	B.N.5
15			Diagrammatical and graphical presentation.	B.N.5
16			Graphs of frequency distribution.	B.N.5
17			Graphs of frequency distribution.	B.N.5
CO: 1,2				
LO: Identifying and classification of data, preparation of series and questionnaire				
18	2	Measurements of central tendency- Mean , Median, Quartile, Mode, Geometric mean	Central tendency- Meaning, objects & limitations.	B.N.2
19			Calculation of Arithmetic mean in different series.	B.N.2
20			Calculation of Arithmetic mean by short cut method.	B.N.2

21		and harmonic mean.	Computation of Median in different series.	B.N.2		
22			Computation of Median in different series.	B.N.2		
23			Mode – meaning and definition.	B.N.2		
24			Computation of mode in individual series.	B.N.2		
25			Grouping method of Mode.	B.N.2		
26			Merits and Demerits of Mode.	B.N.2		
27			Methods of calculating Geometric mean.	B.N.2		
28			Computation of harmonic mean.	B.N.2		
29			Combined mean.	B.N.2		
30			Partition Value – Quartiles	B.N.2		
31			Formulae for Computing quartiles.	B.N.2		
32			Computation of quartiles.	B.N.2		
CO: 1, 4						
LO: Able to calculate measurement of central tendency.						
33	3	Dispersion and skewness. Analysis of time series- Meaning, importance, components, Decomposition of time series, Measurement of long term trends, measurement of cyclical and irregular fluctuations.	Dispersion- meaning and methods of measuring.	B.N.1		
34			Methods of limits: Range, I.Q.R. & percentile range.	B.N.1		
35			Quartile deviation or semi –inter-quartile range.	B.N.1		
36			Mean deviation.	B.N.1		
37			Standard deviation.	B.N.1		
38			Coefficient of Mean deviation & Standard deviation.	B.N.1		
39			Skewness and its measures.	B.N.1		
40			Computation of karl Pearson’s coefficient of skewness.	B.N.1		
41			Computation of Bowley’s coefficient of skewness.	B.N.1		
42			Analysis of time Series.	B.N.1		
43			Secular Trend or Long term trend.	B.N.1		

44			Seasonal Variations.	B.N.1
45			Cyclical variations.	B.N.1
46			Irregular or Random Variations.	B.N.1
47			Practical problems regarding trend analysis.	B.N.1
CO: 4				
LO: Fundamental concepts of dispersion and skewness, measurement of different trends.				
48	4	Correlation- Meaning, Definitions, Types and degree of correlation, methods of correlation, regression analysis- meaning, uses, difference between correlation and regression, linear regression, regression equations, Calculation of coefficient of regression.	Correlation- meaning, importance & types.	B.N.3
49			Degree of coorelation.	B.N.3
50			Methods of determining correlation.	B.N.3
51			Karl Pearson’s method of correlation.	B.N.3
52			Spearman’s Rank difference method.	B.N.3
53			Concurrent deviation method.	B.N.3
54			Probable error.	B.N.3
55			Standard error.	B.N.3
56			Least squares method.	B.N.3
57			Correlation and Regression.	B.N.3
58			Coefficient of correlation with the help of regression coefficients.	B.N.3
59			Coefficient of correlation with the help of regression coefficients.	B.N.3
60			Computation of regression equations.	B.N.3
61			Computation of regression equations.	B.N.3
62			Solving practical problems of regression & correlation.	B.N.4
63			Solving practical problems of regression & correlation.	B.N.4
64			Solving practical problems of regression & correlation.	B.N.4
65			Solving practical problems of regression & correlation.	B.N.4
CO: 3,4				

LO: Able to correlate data and its degree, regression and its types.				
66	5	Index number- Meaning, characteristics, importance and uses. Construction of index numbers- Cost of living index, Fisher's ideal index number. Diagrammatic and Graphic presentation of data.	Index Number- meaning, features & kinds.	B.N.5
67			Importance and utility of index number	B.N.5
68			Construction of Index numbers.	B.N.5
69			Construction of Index numbers	B.N.5
70			Construction of Index numbers	B.N.5
71			Fisher's index number	B.N.5
72			Computation of Index number by different formulae.	B.N.5
73			Consumer price index number.	B.N.5
74			Test of Adequacy of Index formula.	B.N.5
75			Miscellaneous problems regarding index number.	B.N.5
76			Diagrammatic and Graphic presentation of data.	B.N.5
77			Diagrammatic and Graphic presentation of data.	B.N.5
CO: 3,4				
LO: Knowledge about index numbers and their presentation in different ways.				

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. S.M. Shukla, Advanced Statistics, Sahitya Bhawan Publication
2. Oswal, Sahu & Shukla, Principles of Statistics, Ramesh Book depot.
3. S.C. Gupta, Business Statistics, Himalaya Publishing house.
4. R.P. Hooda, Statistics for Business and Economics, MacMillan.
5. S.M. Shukla, Principles of Statistics, Sahitya bhawan Publication.

VII: Notes:

1. There will be individual assignment, presentation and group assignment.
2. Class test will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Principles of Statistics			
B.Com. II Year Pass Courses			
Goal: Develop the ability to calculate basic statistical parameters (mean, measures of dispersion, correlation coefficient, indexes etc. and able to understand statistical concepts to include probability distributions, sampling, estimation, hypothesis testing, regression, and correlation analysis, regression coefficients and their properties.			
Objective: Objective of subject is to help students to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses.			
8-10 Marks	6-7 Marks	4-5 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Business Statistics.	% Students having the desirable understanding of Business Statistics.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 50	Final Internal Marks 10
Presentation 10	GD 10	Assignment 10	20		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jul-Dec****Class: B.Com. Vth Semester****I: Objective of course:** To understand fundamental components of a computer, Input-Output devices and different types of memory.**II: Examination:** The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 A) Use Microsoft Office programs to create personal, academic and business documents.
- CO2 B) Understand the fundamental hardware and s/w components that make up a computer's system and the role of each of these components.
- CO3 C) Information technology (IT) is the use of computers to organize, word processing, store, retrieve, transmit, and manipulate data or information, often in the context of a business or other enterprise.
- CO4 D) Use of various operating systems and Differentiate among various operating systems.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2	3					2		3
CO 3	3			2				2
CO 4	3			2		3		2

Average	3			2.35		2.67		2.5
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V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	INTRODUCTION TO COMPUTER	Block diagram of computer and its functions. Basic Organization of Computer System	B.N. 1
2			Primary memory RAM	B.N.4
3			ROM and different types of ROMs	
4			Cache Memory and its operations.	B.N4
5			Input-Output Devices.	B.N.2
CO: 2				
LO: Student learned Basic computer block diagram, Input and Output devices and memory.				
6	2	PHERIPHERAL DEVICES	Input Devices	B.N.1
7			Input Devices	B.N.1
8			Output Devices	B.N.2
9			Output Devices	B.N.2
10			Output Devices	B.N.1
11			General introduction of Cards	B.N.2
12			Ports and SMPS	B.N.2
CO: 4				
LO: Student learned basic use				
13	3	STORAGE DEVICES	Magnetic Tape, Cartridge Tape, Data Drives	B.N.2
14			Hard Disk Drives (Internal & External)	B.N.2
15			Disks, CD, VCD	B.N.2
16			CD-R, CD-RW, Zip Drive, DVD, DVD-RW	B.N.2
17			USB Flash Drive, Blue Ray Disc & Memory cards.	B.N.2
CO: 1				
LO: Student learned about secondary storage deices.				

18	4	Operating System	Functions of Operating System Types of Operating System	B.N.2
19			Introduction to Operating System for i-pad & Smartphones.	B.N.2
20			DOS, WINDOWS & LINUX Operating Systems.	B.N.2
21			FAT, File & directory structure and naming rules	B.N.2
22			Internal & External DOS commands.	B.N.2
23			Windows 7 & 8, Features of Windows 8.1, LINUX basics:	B.N.2
CO: 1				
LO: Student learned about various operating syatems ex. DOS and WINDOWS,Unix operating system. Different commands and working on Windows.				
24	5	Text Reading & Editing Software	General information about PDF readers	B.N. 2
25			General information about application packages	B.N. 2
26			Text editing and formatting using Word-2007 & onwards versions	B.N. 2
27			Aligning Text and Paragraph	B.N. 1
28			Page Layout, Paragraph formats, Borders and Shading, Headers and Footers	B.N. 1
CO:3				
LO: Student learned use of various text editors and use of tools into business applications.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, different types of operating systems and memory, Internet, text editors and its uses.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: Moral Value and Hindi Language and English

Session: July-Dec

Class: B.Com- V Sem

I:Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

- 1- fdlh ,d /keZ dks ojH;rk u nsdj lHkh /keksZ ds izfr lfg".kqrk dk Hkko j[ksaxsaA vusd /kkfeZd lq/kkjksa ls /keZ ds okLrfod Lo:i dks igpkuus esa ,oa euq"; dh leLr fdz;kvksa ls tksM+us dk iz;kl djsaxsaA
- 2- yksdksfDr;ksa ,oa eqgkojksa dk lgh vFkksZ esa iz;ksx djus dk dkS'ky fodflr gksxkA d{kk vkSj v;/kid ds egRo dks le>dj lEeku dk Hkko tkxsxkA nwjn'kZu i=dkfjrk o nwjn'kZu lekpkj dk mi;ksx thou 'kSyh esa dj ik;saxsaA

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

Moral Value and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO):

CO1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k dk vfuok;Z Kku dks fodflr djsaxsaA

CO2. fo|kFkhZ u dsoy lQy thfodksiktZu djs vfiq lkFkZd l{ke tkx#d ukxfjd cusaA

CO3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions

CO4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination. They will be able to write persuasive resume.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2	3	1	2	
CO 2			1	2		1		
CO 3			1	2			2	1
CO 4		3	2		3		1	2

V: Session Plan: B.Com V Semester

Lo :-lHkh /keksZ ds izfr fo|kfFkZ;ksa ds eu esa lEeku dh Hkkouk tkx`r gksxhA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
	bdkbZ I	uSfrd ewY; fo'o ds izeq[k		
		/keZ ,oa egRoiw.kZ fo'ks"krk,a		
1		fgUnq /keZ	fgUnq /keZ dk vFkZ o mldh fo'ks"krkvksa dks le>k;saxsaA	B.No.01
2		tSu /keZ	tSu /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
3		ckS) /keZ	ckS) /keZ dk vFkZ o fo'ks"krkvksa dks le>k;saxsaA	B.No.01
4		bZlkbZ /keZ	bZlkbZ /keZ dk vFkZ o bZlkbZ /keZ dh fo'ks"krk,i le>k,xsaA	B.No.01
5		bLyke /keZ	bLyke /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
6		fID[k /keZ	fID[k /keZ dk vFkZ o fo'ks"krk,i le>k,xsaA	B.No.01
7			lHkh /keZ ds iz'u mRrj djsaxsaA	B.No.01

Lo :- fo|kFkhZ izd`fr ds izfr tkx:d gksaxs vkSj iqjkud dgkorksa ls ifjfr gksdj mldk mi;ksx djus ds fy, izsfjr gksxsaA

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
8		i`Foh dzks/k esa gS	i`Foh dzks/k esa gS ikB dk ifjp; nsdj mldk v;;u djok dj le>k;saxsaA	B.No.I
9			ikB ds oLrqfu"B o y?kq vkSj nh?kZ iz'u mRrj djok;saxsaA	B.No.I

10	bdkbZ II	esjs lg;k=h	ikB dk vFkZ le>kdj iz'u mRrj djok;saxsaA	B.No.I
11		d{kk vkSj v/;kid	ikB dk vFkZ le>kdj ikB dks i<+okdj iz'u mRrj djok;saxsaA	B.No.I
12		nwjn'kZu	vrhr vkSj orZeku esa nwjn'kZu dk egRo crk;saxsaA	B.No.I
13		yksdksfDr;jk ,oa eqgkojsa	nwjn'kZu dks egRo crk;sxs yksdksfDr;jk ,oa eqgkojs dk vFkZ o vUrj le>dj djok;saxsaA	B.No.2
Lo : tulapkj ds lHkh ek/;eksa ls ifjfpr gksdj nSfud thou esa bldk mi;ksx djus ds fy, tkx:d gksaxsaA				
14	bdkbZ III	tu lapkj ds ek/;e	fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk vFkZ o egRo dks le>k;saxsaA	B.No.1
15		i=dkfjrk ds fofo/k vk;ke	i=dkfjrk ds fofo/k vk;ke o vFkZ vkSj egRo dks le>k;saxsaA	B.No.1
16			tu lapkj ds ek/;e o i=dkfjrk ds iz'u mRrj djsaxsaA	B.No.1
17		dEl;wVj	dEl;wVj dk vFkZ mldk egRo vkSj gekjs nSfud thou esa mldk egRo le>k;saxsaA	B.No.1
18		jktHkk"kk fgUnh	Hkk"kk dk vFkZ le>kdj jktHkk"kk dk vFkZ o egRo dks le>k,axsaA	B.No.3
19		vuqokn dyk	vuqokn dk vFkZ ifjHkk"kk o mlds izdkjksa dks le>k;saxsaA	B.No.2,3

English

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO:3 The students will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	O Captain ! My Captain!	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		The Last Leaf	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Axe	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Water	Discussion about the author and the topic	B.NO 1

9			Discussion of Question and answer	B.NO 1
CO:4 The students will learn about basic language skills and vocabulary which is very important for proper oral and written communication. They will also learn about the translation.				
LO Students will learn the art of composition on various topics that enhances their ability to express their thoughts on different aspects				
14	V	Composition and Paragraph Writing, Translation	The process of paragraph writing.	B.NO.2
15		Basic language Skills, Vocabulary ,Synonyms, Antonyms	A list of words and their similar words and opposite words that will help the students understand them better	B.NO 2,3
16		Word Formation, Prefixes, Suffixes, Confusing Words	A number of words that are formed by adding something in the beginning or ending of the word	B.NO 2,3
17		Misused Words, Similar Words with Different Meanings	A list of words that is pronounced as the same as another word but differs in meaning, and in some cases in spelling	B.NO 2,3

VI Book References:

Hindi

- 1- Hkk"kk dkS'ky ,oa lapkj lk/ku izdk'ku & e;/izns'k fgUnh xzUFk vdkneh Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku iVuk A
- 3- vfjgUr lkekU; fgUnh vfjgUr lkekU; fgUnh vfjgUr izdk'ku e-iz-A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Moral Value & Language
B.Com. V Sem
Goal: To enhance students' language skills.
Objective: . lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfirq lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation,

correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent grasping of Language.	% Students having the desirable perception of Language.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Income Tax Law & Practice****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The Objective of this subject is to expose the students to the various provision of Income Tax Act relating to computation of Income of individual assesses.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals.

CO2: To know the process of determined residential status.

CO3: Understanding of Heads and types of income.

CO4: Analyze the assessment procedure and representation before appropriate authorities under the law.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2				3		
CO 2								
CO 3						3	3	
CO 4	2							2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	General Introduction of Indian Income Tax	Introduction of Indian income tax	B.N. 2
2			Meaning, definition & history of income tax	B.N. 2
3			Characteristics of income tax	B.N. 2
4		Agriculture Income	Concept of agriculture income	B.N. 2
5			Types of agriculture income	B.N. 2
6			Practical questions of agriculture income	B.N. 2
7			Practical questions of agriculture income	B.N. 2
8		Basic Concepts	Basic definitions- income, casual income, assessment year	B.N. 2
9			Basic definitions- previous year, person, assessee & GTI, TI	B.N. 2
10			Concept & types of exempted income	B.N. 2
11			Continue above exempted income	B.N. 2
12		Residential Status & Tax Laibility	Meaning & rules of residential status	B.N. 2
13			Practical questions of determined residential status	B.N. 2
14			Determined tax liability according to residential status	B.N. 2
15			Practical questions of determined tax liability	B.N. 2
CO: 1,2				
LO: To provide knowledge about types of income and determine the concept of residential status.				
16	2	Income From Salary	Meaning & concept of income from salary	B.N. 1
17			Types of allowances	B.N. 1

18	2	Income From Salary	Types of perquisites	B.N. 1
19			Practical questions of income from salary	B.N. 1
20			Practical questions of income from salary	B.N. 1
21			Practical questions of income from salary	B.N. 1
22			Concept of income from salary (retirement)	B.N. 1
23			Practical questions of income from salary of retired person	B.N. 1
24			Practical questions of income from salary of retired person	B.N. 1
25			Income From House Property	Income from house property	B.N. 1
26		Types of house		B.N. 1
27		Procedure of calculating income from house property		B.N. 1
28		Practical questions of income from house property		B.N. 1
29		Practical questions of income from house property		B.N. 1
30		Practical questions of income from house property		B.N. 1
CO: 1,3				
LO: To enlighten the concept of income from salary & House property.				
31	3	Income From Business and Profession	Meaning & concept of income from business & profession	B.N. 1
32			Procedure of calculate income from business & profession	B.N. 1
33			Formats of income from business & profession, Rates of depreciation & rules	B.N. 1

34	3	Income From Business and Profession	Practical questions of income from business & profession	B.N. 1
35			Practical questions of income from business & profession	B.N. 1
36			Practical questions of income from business & profession	B.N. 1
37		Income From Capital Gains	Meaning & types of capital gain	B.N. 1
38			Capital assets & exemptions	B.N. 1
39			Procedure of calculate capital gain	B.N. 1
40			Practical questions of income from capital gain	B.N. 1
41			Practical questions of income from capital gain	B.N. 1
42			Practical questions of income from capital gain	B.N. 1
43		Income From Other Sources	Meaning & concepts of income from other sources	B.N. 1
44			Types of income & rules of making gross up	B.N. 1
45			Practical questions of income from other sources	B.N. 1
CO: 1,3				
LO: To determine the concept of income from Business & Profession, capital gains and other sources.				
46	4	Set Off and Carry forward of Losses	Meaning & concept of set-off	B.N. 1
47			Rules of losses carry forward	B.N. 1
48			Practical questions of carry forward & set-off losses.	B.N. 1
49		Deduction From GTI	Meaning & types of deductions	B.N. 1
50			Rules regarding deductions	B.N. 1
51			Practical questions of deduction	B.N. 1
52			Practical questions of deduction	B.N. 1
53	4	Clubbing of Income	Concept and Provisions of clubbing of income	B.N. 1
54			Practical questions of clubbing of income	B.N. 1

55	4	Computation of Total Income & Tax Liability of an Individual	Meaning of total income & its procedure	B.N. 1
56			Procedure of tax calculations in various cases	B.N. 1
57			Practical problems	B.N. 1
58			Practical problems	B.N. 1
59			Practical problems	B.N. 1

CO: 1

LO: Enabling the students to have a fair idea on set-off and carry forward of losses, clubbing of income and to determine the concept of assessment of individual.

60	5	Assessment Procedure	Procedure of assessment	B.N. 1
61			Types of assessment, return, pan card & signature	B.N. 1
62		Tax deducted at Sources	Meaning & provisions of tax deducted at sources (TDS)	B.N. 1
63			Practical questions of TDS	B.N. 1
64		Advance Payment of Tax	Meaning & procedure of advance payment of tax	B.N. 1
65			Practical questions of advance payment of tax	B.N. 1
66	5	Income Tax Authorities	Income tax authorities	B.N. 3
67		Appeal, Revision and Penalties	Appeal to the commissioner and appellate tribunal	B.N. 3
68			Appeal to high court & revision by commissioner	B.N. 3
69			Penalties & Prosecutions and its provisions	B.N. 3

CO: 1,4

LO: To provide knowledge about assessment procedure, advance tax, authorities involved and penalties.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Shripal Saklecha, Income Tax Law & Practice, 2018.
2. Dr. H.C. Mehrotra, 59th Edition Income Tax Law & Practice, 2018.
3. Dr. Kamlesh Bhandari, Income Tax Law & Practice, 2018.
4. Taxmann's, Income Tax Act, 62nd Edition, 2018.
5. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Income Tax Law & Practice			
B.Com. V Semester			
Goal : To provide students with a working knowledge of the fundamental tax principles and rules that applies to commonly encountered transactions undertaken by individuals; To know the process of determined residential status and Heads and types of income; Analyze the assessment procedure and representation before appropriate authorities under the law.			
Objective: Able to students understand the various provision of Income Tax Act relating to computation of Income of individual assesses.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Income Tax Law and Practice	% Students having the desirable understanding of Income Tax Law and Practice.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Management Accounting****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities

CO2: Apply and analyze different types of activity-based management tools through the preparation of estimates.

CO3: Analyze cost-volume-profit techniques to determine optimal managerial decisions.

CO4: Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2		2		2		2
CO 2			3	2				
CO 3	2	2				2		2
CO 4		2	2				2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Concept of Management accounting and its introduction	Introduction of Subject	B.N. 2
2			Syllabus Discussion	B.N. 2
3			Meaning and definition of Management accounting	B.N. 2
4			Essentials of Management accounting	B.N. 2
5			Scope of Management accounting	B.N. 2
6			Objectives of Management accounting	B.N. 2
7			Functions of management accounting	B.N. 2
8			Difference between Management, Financial and Cost Accounting	B.N. 2
9			Tools and Techniques of management accounting	B.N. 2
10			Need and significance of Management accounting	B.N. 2
11			Role of management accounting in decision making	B.N. 2
CO: 1				
LO: To enlighten the students thought and knowledge on management Accounting.				
12	2	Financial Statements Analysis	Meaning and limitations of financial statement	B.N. 2
13			Objectives and methods of financial statement analysis	B.N. 2
14			Practical problems of Common Size income statement	B.N. 2
15			Practical problems of Common Size Balance Sheet	B.N. 2
16			Practical problems of Comparative Income statement	

17	2		Practical problems of Comparative Balance Sheet	
18		Ratio Analysis	Ratio analysis - Interpretation of the ratio	B.N. 2
19			Guidelines for use of ratios, Importance, limitations	B.N. 2
20			Classification of Ratio	B.N. 2
21			Advantages & Limitations of ratio analysis	B.N. 2
22			Practical problems of Ratio analysis	B.N. 2
23			Practical problems of Ratio analysis	B.N. 2
24			Practical problems of Ratio analysis	B.N. 2
25			Practical problems of Ratio analysis	B.N. 2
CO: 2				
LO: Helps to give proper idea on financial statement analysis in practical point of view.				
26	3	Fund Flow Analysis	Concept and advantages of Fund flow analysis	B.N. 3
27			Limitation and methods of Fund flow analysis	B.N. 3
28			Rules regarding preparation of Fund Flow Statement	B.N. 3
29			Practical problems of Fund Flow analysis	B.N. 3
30			Practical problems of Fund Flow analysis	B.N. 3
31			Practical problems of Fund Flow analysis	B.N. 3
32			Practical problems of Fund Flow analysis	B.N. 3
33			Practical problems of Fund Flow analysis	B.N. 3
34			Practical problems of Fund Flow analysis	B.N. 3
35			Cash Flow Analysis	Concept and advantages of Cash flow analysis	B.N. 3

36	3	Cash Flow Analysis	Limitation and methods of Cash flow analysis	B.N. 3
37			Rules regarding preparation of Cash Flow Statement	B.N. 3
38			Difference between Fund flow and Cash flow statement	B.N. 3
39			Practical problems of Cash Flow analysis	B.N. 3
40			Practical problems of Cash Flow analysis	B.N. 3
41			Practical problems of Cash Flow analysis	B.N. 3
42			Practical problems of Cash Flow analysis	B.N. 3
43			Practical problems of Cash Flow analysis	B.N. 3

CO: 2,4**LO:** To introduce the concept of fund flow and cash flow statement.

44	4	Marginal Costing	Concept and types of Absorption and Marginal costing	B.N. 3
45			Marginal and differential costing as a tool for decision making.	B.N. 3
46			Practical problems of marginal costing	B.N. 3
47			Practical problems of marginal costing	B.N. 3
48			Practical problems of marginal costing	B.N. 3
49		Break Even Analysis	Meaning of Break even analysis. Limitation, assumption and use of break even analysis	B.N. 1
50			Practical problems of break even analysis	B.N. 1
51			Practical problems of break even analysis	B.N. 1
52			Practical problems of break even analysis	B.N. 1

CO: 3**LO:** To develop the know-how and concept of marginal costing with practical problems.

53	5	Budgetary Control	Meaning of Budget and budgetary control	B.N. 1
54			Objectives, merits and limitations of budgetary control	B.N. 1

55	5	Budgetary Control	Types of budget	B.N. 1
56			Practical problems of flexible budget	B.N. 1
57			Practical problems of flexible budget	B.N. 1
58			Practical problems of Cash budget	
59			Practical problems of Cash budget	B.N. 1
60		Management audit & responsibility accounting	Meaning and concept of Management Audit	B.N. 3
61			Procedure of management audit	B.N. 3
62			Concept of Responsibility accounting	B.N. 3
63			Procedure of accountability of responsibility	B.N. 3
64		Management Reports	Meaning and concept of Management reports	B.N. 3
65			Types of reports	B.N. 3
66			Qualities of a good report	B.N. 3
67			Revision	
68	Revision			
69	Revision			
CO: 1,4				
LO: To provide knowledge about budget control keeping in mind the scope of the concept and preparation of management report.				

Note : apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nirmal Jain, Management Accounting, Nakoda Publication, 2009.
2. Dr. K.L. Gupta, Management Accounting, Sahitya Bhawan Publications, 2018.
3. Dr.Sharma, Mehta, Brahmhatt, Management Accounting, Devi Ahilya Publications, 2018.
4. S.P. Gupta, Accountig for managers, Sahitya Bhawan Publication.
5. Dr. JK Agrawal, management accounting, Ramesh Book Depo, 2016.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Management Accounting			
B.Com. V Semester			
Goal : Apply managerial accounting and its objectives in a way that demonstrates a clear understanding of ethical responsibilities; Apply and analyze different types of activity-based management tools through the preparation of estimates; Analyze cost-volume-profit techniques to determine optimal managerial decisions; Prepare a master budget and demonstrate an understanding of the relationship between the components and prepare analyses of various special decisions, using relevant costing and benefits.			
Objective: The course objective is to give students a good understanding about the concepts and techniques of management accounting. Students are introduced to the application of management accounting tools for pricing, budgetary control and performance evaluation as well as new developments in management accounting knowledge and techniques and how to assess these through cost-benefit analysis.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management account.	% Students having the desirable understanding of Management account.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Shipping, Insurance and Documentation****Session: July-Dec****Class: B.Com. V Semester****I: Objective of course:**

This course is aimed at providing a basic introduction of the shipping and insurance agency documentation system from conceptual and practical viewpoints to familiarize participants with shipping terms, statutory and trade requirements in the transportation of goods.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Demonstrate knowledge and understanding in the field of shipping and maritime management, structure and operation.

CO2: Describe the functions of shipping companies, analyze daily running costs and cargo insurance.

CO3: Understand cargoes and containerization markets and identify the regulatory and legal shipping environment.

CO4: Identify, describe and critically analyze the major issues in the management of ports and handling of cargoes and documentation involved.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1			2			2		3
CO 2			3			2		2
CO 3	3		2				3	
CO 4	3			3	3			2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Shipping	An Introduction to Shipping, Meaning & Definition of Shipping	B.N. 2&3
2			Importance of Shipping, Scope of Shipping	B.N. 2&3
3		Containerization	Meaning & Definition of Containerization, Importance of Containerization	B.N. 2&3
4		Packing and Marking	Concept, Meaning & Definition of Packing	B.N. 2&3
5			Types of Packing	B.N. 2&3
6			Importance of Packing for Export	B.N. 2&3
7			Meaning & Definition of Marking	B.N. 2&3
8			Scope of Marking in Export	B.N. 2&3
9			Importance of Marking for Export	B.N. 2&3
10		Modes of Transport and Ship and Shipping	Mode of Transport – An Introduction, Means of Export Transportation	B.N. 2&3
11			An Introduction to Ship & Shipping, Types of Shipping	B.N. 2&3
12			Importance of Shipping Space	B.N. 2&3
13			Procedure for Booking of Shipping Space	B.N. 2&3
CO: 1,3				
LO: To enlighten the students thought and knowledge on basic shipping procedure from packing to booking of shipping space.				
14	2	Cargo Insurance	Concept, Meaning & Definition of Insurance	B.N. 2&3
15			Cargo policy – Specifies and needs	B.N. 2&3
16			Parties involved in Contract	B.N. 2&3
17			Nature of Cargo Insurance	B.N. 2&3
18			Cargo Insurance Policy, Types of Losses Covered under Cargo Insurance Policy	B.N. 2&3

19	2	Cargo Insurance	Risk not Covered under Cargo Insurance Policy and Clauses	B.N. 2&3		
20			Claim against Cargo Insurance Policy	B.N. 2&3		
21			Cargo Policy under letter of Credit	B.N. 2&3		
22		Procedure for filling claims	Procedure for obtaining Cargo Insurance Policy	B.N. 2&3		
23			Procedure for filling Cargo Insurance Claim	B.N. 2&3		
24			Principles Governing the Contract Insurance	B.N. 2&3		
25			Types of Insurance Documents	B.N. 2&3		
26			Contents of an Insurance Policy	B.N. 2&3		
27			Features of Cargo Insurance Policy	B.N. 2&3		
28			Types of Cover	B.N. 2&3		
29			Procedure for filling Claims	B.N. 2&3		
30			Documents required for Claim	B.N. 2&3		
CO: 2						
LO: Helps to give proper idea on cargo insurance in practical point of view.						
31	3	Documentation	Meaning & Definition of Documentation	B.N.5		
32			Importance of Documentation	B.N.5		
33			Need of Documentation in International Trade	B.N.5		
34			Adaption of Aligned Documentation System	B.N.5		
35			Types of Documents	B.N.5		
36			Certificate of Origin	B.N.5		
37			Regulatory Documents	B.N.5		
38		Licensing	Procedure for Obtaining Export License	B.N.5		

39	3	Licensing & Order	Procedure for Obtaining Import License	B.N.5
40			Procedure for an Export Order	B.N.5
CO: 4				
LO: To introduce the concept of documentation, export-import license and processing of an export order.				
41	4	Custom clearance of export cargo	Procedure for Excise clearance of Export Cargo	B.N. 2&3
42			Central Excise Clearance procedure	B.N. 2&3
43			Central Excise Clearance options	B.N. 2&3
44			Procedure for customs Clearance of Export Cargo	B.N. 2&3
45			Custom clearance of Export Shipment	B.N. 2&3
46			Objectives of Indian Custom EDI System	B.N. 2&3
47			Customs Clearance of Export by Sea	B.N. 2&3
48			Customs Clearance of Export by Air	B.N. 2&3
49			Background note on a common Business identification Number	B.N. 2&3
50			Document required for customs clearance of goods for Export	B.N. 2&3
51		Custom clearance of import cargo	Procedure for custom clearance of import Cargo	B.N. 2&3
52			Types of Import	B.N. 2&3
53			Retirement of Documents for Import	B.N. 2&3
54			Procedure for customs clearance	B.N. 2&3
55			Indian Customs EDI System for Import	B.N. 2&3
56			Export inspection Council of India	B.N. 2&3
57			Export Certification System	B.N. 2&3

58	4	Pre-shipment inspection & quality control	Implementation of certification in food Sector	B.N. 2&3
59			Other Schemes	B.N. 2&3
60			Product inspection & Quality Check	B.N. 2&3
61			BIVAC-BUREAU VERITAS Presentation	B.N. 2&3
62			Import verification programmers, General Procedure	B.N. 2&3
63			Customs Classification, Price Verification	B.N. 2&3

CO: 3,4

LO: To develop the know-how and concept of custom clearance and inspection & quality control before shipment.

64	5	Shipment & Port procedure	Meaning of Shipment of Goods	B.N.5
65			Shipping & Customs Clearance of goods	B.N.5
66			Port Procedure for Customs Clearance	B.N.5
67			Post-Shipment formalities	B.N.5
68			Post-Shipment Procedure	B.N.5
69			Claiming Duty, Drawbacks & other Benefits	B.N.5

CO: 1,4

LO: To provide knowledge about shipment and port procedure in mind the scope of the concept and claiming duty drawbacks and other benefits.

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. K.B.Khurana, Export Management.
2. Acharya & Jain, Export Marketing, Himalaya Publication.
3. T.A.S Balgopal, Export Management, Himalaya Publication.
4. Dr. Mohd. Abdul Hai, B.L.Ojha, International trade & finance.
5. Khuspat S. Jain, Export Import procedures & documentation.
6. Rathore & Rathore, Export Marketing, Himalaya Publication.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Shipping, Insurance & Documentation			
B.Com. V Semester			
Goal : Demonstrate knowledge and understanding in the field of shipping and maritime management, structure and operation; Describe the functions of shipping companies, analyze daily running costs and cargo insurance; Understand cargoes and containerization markets and identify the regulatory and legal shipping environment; Identify, describe and critically analyze the major issues in the management of ports and handling of cargoes and documentation involved.			
Objective: This course is aimed at providing a basic introduction of the shipping and insurance agency documentation system from conceptual and practical viewpoints to familiarize participants with shipping terms, statutory and trade requirements in the transportation of goods.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Shipping, Insurance and Documentation.	% Students having the desirable understanding of Shipping, Insurance and Documentation.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment	Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE
Lesson Plan

Subject: Auditing**Session: Jan-June****Class: B. Com. VI SEM. (Pass course)**

I: Objective of course: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO 1: Able to understand and familiarize with the principles, procedure and techniques of Auditing.

CO 2 :Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities

CO3: Able to understand the duties and responsibilities of Company Auditor, Auditor's report and Vouching.

CO 4 : Get knowledge about Investigation and able to understand the process of special audit Banking, Insurance, Educational and Non -Profit Institution..

t Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3		2		2		
CO 2	2	2		2		2		
CO 3	2	2		2		2		
CO 4	2	1						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction ,Meaning & Objectives of auditing ,Types of Audit ,Internal Audit Audit Process, Audit program, ,Audit & Books working papers & evidences ,Preparation before commencing of audit .	Introduction & Origin of Auditing.	B. N. 2
2			Definition & Scope of Auditing.	B. N. 2
3			Book –keeping, Accountancy and Auditing.	B. N. 3
4			Qualities of an Auditor.	B. N. 3
5			Objectives of Auditing.	B. N. 2
6			Types of Audit.	B. N. 1
7			Audit program.	B. N. 1
8			Audit and books.	B. N. 1
9			Errors and types of error.	B. N. 1
10			Advantages of Audit.	B. N. 1
11			Limitations of Audit.	B. N. 2
12			Characteristics of Internal Audit.	B. N. 1
13			Auditor’s duty.	B. N. 1
14			Preparation before Audit.	B. N. 3
15			Advantages and disadvantages of Audit program.	B. N. 3
16			Audit note –book.	B. N. 2
17			Audit Evidence .	B. N. 2
18			Purpose of working paper.	B. N. 2
CO: .1				
LO: Capable to understand objectives , types of Audit & Audit books .				

19	2	Internal Check system-routine checking ,Internal check & test checking ,Internal control & audit procedure .	Meaning of Routine checking.	B.N. 4
20			Advantages and disadvantages of routine checking.	B. N. 4
21			Test checking or selective verification.	B. N. 2
22			Advantages and disadvantages of test checking.	B. N. 2
23			Meaning and introduction of Internal control.	B. N. 1
24			Characteristics and division of internal control.	B. N. 1
25			Basic principles of Internal control.	B. N. 1
26			Meaning of Internal Check.	B. N. 3
27			Objectives of Internal Check.	B. N.2
28			Audit procedure.	B. N. 2

CO:1**LO** : Get knowledge about Internal Check system & Audit procedure .

29	3	Vouching, Verification of assets & liabilities	Meaning & introduction of Vouching	B. N. 1
30			.Vouching of Cash book.	B. N. 1
31			.Vouching of Cash payments.	B. N. 1
32			Vouching of impersonal ledger.	B. N. 1
33			Introduction of Verification of Assets & Liabilities'	B. N. 1
34			Classification of Assets.	B. N. 1
35			Verification of different types of Assets.	B. N. 1
36			Valuation of Stock : Some basic principles.	B. N. 1
37			Work in progress and Auditor's duty.	B. N. 1
38			Verification of liabilities.	B. N. 1
39			Verification of liabilities.	B. N. 1

40			Verification of Loans and Advances..	B. N. 1
41			Bank Overdraft.	B. N. 1
42			Auditor’s duty.	B. N. 1
CO :2				
LO:. Practical knowledge of Vouching, Verification of Assets and liabilities.				
43	4	Company auditors –Qualification & disqualification, Appointment – Removal, remuneration, Rights, Duties & Liabilities.	Qualification of a Company Auditor. & profits v/s divisible profits	B.N.3
44			Disqualification of a Company Auditor.	B.N.3
45			Appointment of Company Auditors.	B.N.3
46			Removal of Auditor.	B.N.3
47			Remuneration and status of an Auditor.	B.N.3
48			Rights /Powers of an Auditor.	B.N.3
49			Duties of an Auditor.	B.N.3
50			Meaning of profit & profits v/s divisible profits.	B.N.3
51			Profits v/s divisible profits.	B.N.3
52			Declaration and payment of dividend.	B.N.3
53			Contents of the Audit Report.	B.N.3
54			Form of Audit Report.	B.N.3
55			Clean or Unqualified Report.	B.N.3
56			Qualified Report.	B.N.3
CO :3				
LO: Get the knowledge of Company Auditors duties responsibilities.& Report.				
57	5	Investigation – Objective ,Difference	Meaning and essentials for Investigation.	B.N.1
58			Process of Investigation.	B.N.1

59	between audit & Investigation ,Process of investigation ,Special audit of banking companies ,Educational ,Non profit institutions & Insurance companies	Scope and types of Investigation.	B.N.1
60		Objects of Investigation.	B.N.1
61		Difference between Audit and Investigation.	B.N.1
62		Audit of Banking Companies.	B.N.1
63		Audit of Educational Institututions.	B.N.1
64		Audit of Non- Profit Organizations’.	B.N.2
65		Audit of General Insurance Companies.	B.N.2
CO :4			
LO : get knowledge about investigation and able to understand the procedure of special audit of banking, insurance, education and non -profit Institution.			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. T. R. Sharma . Auditing , Sahitya Bhawan Publications.
2. B.N. Tandon , Principles of Auditing, S. Chand & Company.
3. Auditing , Ramesh Book Depot.
4. Awasthi and Tripathi , Auditing, M.P. Granth Academy.

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment
Subject: Auditing
B.Com. VI SEM. (Pass Course)
Goal: Students develop the ability to understand and familiarize with the principles, procedure and techniques of Auditing .Help to understand the Audit Program, Internal check system & Verification of Assets and liabilities.
Objective: Basic objective of Auditing is to make students able to provide and present true and fair portrait or result by Profit and Loss account and financial position presented by Balance Sheet through detection and prevention by fraud and errors..

12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Auditing..	% Students having the desirable understanding of Auditing..	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

IPS ACADEMY, INDORE**Lesson Plan****Subject: Basics of Computer & Information Technology – I****Session: Jan-June****Class: B.Com. VI th Semester****I: Objective of course:** To understand fundamental components of a computer, and work on worksheet making power point representation and use of protocol..**II: Examination:** The faculty members will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 25 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	5	4	20
				35

III: Course Outcomes (CO):

- CO1 Students gain knowledge in the basic concepts of word processing
- CO2 Build skills to develop basic applications and develop power point .representation
- CO3 Understand and code Event-Driven procedures with protocols
- CO4 Develop a GUI which is capable store and retrieve data from worksheet

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3			3		3		3
CO 2						2		3
CO 3				3				2
CO 4	2					3		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Word processing	Introduction to word processing	B.N. 1
2			Ms word, features saving and operating multi documents	B.N.4
3			Printing document of file	
4			Formatting documents	B.N4
5			Text and paragraph	B.N.2
CO: 2				
LO: Student will come to know what GUI,VB IDE and visual basic controls(basic tools for designing GUI).				
6	2	worksheet	Worksheet basic	B.N.1
7			Creating worksheet heading information	B.N.1
8			Data text	B.N.2
9			Operating and moving around in an existing worksheet	B.N.2
10			Toolbar and meenu	B.N.1
11			Working with formulas	B.N.2
12			Coping with formulas	B.N.2
CO: 4				
LO: Student will learn programming terminology and how to use worksheet.				
13	3	Introduction to power point	Features and various versions	B.N.2
14			Creating presentation	B.N.2
15			Working with sliders	B.N.2
16			Editing and formatting text	B.N.2
17			Find and replace text	B.N.2
CO: 2				
LO: Student will be able to develop an application with power point representation.				

18	4	Power point 2	Footer paragraph formating	B.N.2
19			Printing presentation	B.N.2
20			Interesting object drawing	B.N.2
21			Slider sorter	B.N.2
22			Clipart picture	B.N.2
23			Pick and go wizard	B.N.2
CO: 1				
LO: Student will be able to develop an interactive application by using forms and their various events, methods and procedures.				
24	5	protocol	Evolution protocol	B.N. 2
25			Dialup connectivity	B.N. 2
26			Domain names	B.N. 2
27			Portals emails	B.N. 1
28			Computer virus	B.N. 1
CO:3				
LO: Student will understand how to store, retrieve, update and delete data using MS-Access as their database.				

VI: Book References:

1. PC Software for Windows by R.K.Taxali.
2. Fundamentals of Computers by P.K.Sinha.
3. Computer today by Suresh Basandra.
4. Computer fundamental by B.Ram

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Basics of Computer & Information Technology - I			
B.com Vth Semester			
Goal : Students have the ability to understand fundamental components of a computer, making the power point representation and use of protocol.			
Objective: To understand fundamental components of a computer, Input-Output devices and different types of operating systems and memory.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students having the basic concept of fundamental components of a computer and understanding of different types of operating systems. Use of Internet in business applications.	% Students Need More Efforts to understand basic concept of computer system and understanding of different types of operating systems.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of Commerce, IPS Academy , INDORE

Lesson Plan

Subject: ENTREPRENEURSHIP DEVELOPMENT
Class: B.Com. VI Sem (Foreign Trade)

Session: Jan-June

I: Objective of course: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.

II: Examination:

The faculty members will award internal marks out of 15 and the bifurcation is mentioned in the scheme of internal marks. The semester examination pattern will carry 85 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: Understanding basic concepts in the area of entrepreneurship, the psychological of entrepreneurship for economic development, developing personal creativity.

CO2: Entrepreneurship and Innovation students will be able to sell themselves and their ideas, find.

CO3: To knowledge of entrepreneurship training and development programmers

CO4: To understanding the stages of the entrepreneurship Planning and evaluation of development Programmers of entrepreneurial ventures.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			1		3	3
CO 2				2		3		
CO 3	2	2	3				3	3
CO 4		1		2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction of Entrepreneurship	Economics development of entrepreneurship concept	B.N.1
2			entrepreneurship concept	B.N.1
3			Merit of a good Entrepreneur	B.N.1
4		Functions of Entrepreneur	Functions of Entrepreneur	B.N.1
5		Characteristics & Qualities of entrepreneur	psychological factors in entrepreneurship,	B.N.2
6			psychological factors in entrepreneurship,	B.N.2
7			Characteristics of entrepreneur	B.N.1 &2
8			Qualities of good entrepreneur	B.N. 2
9			Qualities of good entrepreneur	B.N.1
10			pre requisites of enterprisers	B.N.1
CO: 01				
LO: To enlighten the students thought and knowledge on Entrepreneurship concept and qualities.				
11	2	Factors effecting in entrepreneurship	Environmental factors affecting entrepreneurship	B.N-1 &3
12			factors affecting entrepreneurship	B.N -1
13			factors affecting entrepreneurship	B.N-3
14			Form of preliminary project report & Describe in main characteristics of project	B.N-2
15		Institutional finance	institutional finance and Entrepreneurship ,	B.N-3
16			Cooperative and Public enterprises	B.N-3

17			Need & importance of financial institution	B.N-2
18			Methods of business finance	B.N-3
19			Source of in fixed business finance	B.N-2
20			Source of in long term finance	B.N-2
21			Advantage of financial institution	B.N-2
22			disadvantage of financial institution	B.N2
23			institutional finance reasons of success & function	B.N-1 &3
24			Resources management in institutional finance	B.N-1 &3
25			Special financial institutions	B.N-1
26			Local mobility of entrepreneur	Local mobility of entrepreneur	B.N-3
27		Local mobility of entrepreneur		B.N-3
28		Project development or technical skill		B.N-3
29		Enterprise building skill		B.N-1
30		Factors determination to entrepreneurship		B.N-1
31		Source of short term finance		B.N-1
32	Factors determination to entrepreneurship	B.N-1		
CO: 1 & 3				
LO: Knowledge of institutional finance and Local mobility.				
33	3	Performance of	Different aspect of entrepreneurial in organization	B.N-1&2

34		entrepreneurial skills	Environmental factors of Organization	B.N-1&2
35			Social factors organization.	B.N-1-2
36			supportive system in performance of entrepreneurial skills	B.N-1,3
37			Psychological factors in entrepreneurial skills	B.N-1,3
38			performance of entrepreneurial skills	B.N-1,4
39			performance of entrepreneurial skills	B.N-1,4
40			Financial aspect of entrepreneurship development	
41			Financial aspect of entrepreneurship development	B.N-1,4
42			Financial aspect of entrepreneurship development	B.N-1,3

CO: 1 & 3**LO:** To explain the entrepreneurial skills.

43	4	Tanning programmed Entrepreneurship	Entrepreneurship, training preparations and development programmers, Evaluation entrepreneurial development programmers, Development support system.	B.N-2
44			Entrepreneurship training programmes	B.N-2
45			Preparation of tanning programmed Entrepreneurship	
46			Tranning preparations Entrepreneurship	
47			Development of training program me Entrepreneurship	
48			Evaluation of training program me entrepreneurship	
49			Ploughing bank of profit in help of training program Entrepreneurship	B.N-2

50			Development support system Entrepreneurship	B.N-3	
51			Development support system Entrepreneurship	B.N-3	
52			Entrepreneurship	B.N-3	
CO: 3					
LO: To knowledge of training & development programmers throw the supporting in development system					
53	5	Planning and monitoring entrepreneurship	Planning entrepreneurship.	B.N-1	
54			monitoring entrepreneurship	B.N-1	
55			How to success in good entrepreneur	B.N-1 &2	
56			entrepreneurs before independence	B.N-1	
57			entrepreneurial growth after independence under planning system monitoring entrepreneurship	B.N-1	
58	entrepreneurial growth after independence under planning system monitoring entrepreneurship		B.N-1&3		
59	entrepreneurial growth after independence under planning system monitoring entrepreneurship		B.N-1 &2		
60	entrepreneurial growth after independence under planning system monitoring entrepreneurship		B.N-1		
61	entrepreneurial growth after independence under planning system monitoring entrepreneurship		B.N-1		
62	entrepreneurial growth after independence under planning system monitoring entrepreneurship		B.N-1 &2		
63	Solution of problem of entrepreneurial		B.N-1		
64	Solution of problem of entrepreneurial		B.N-1		
CO: 4					
LO: To explain the planning system and their growth					

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures On any of the topic related to the subject.

VI: Book References:

1. Milian Kotari, Entrepreneurship Development –RBD Publication
2. Dr .vipul Patel, Entrepreneurship Development- Devi ahilya Prakashan
3. Dr. S.S. Khanka Entrepreneurial Development – S. chand
4. Dr. Sangeeta Sharma Entrepreneurial Development – Eastern economy edition
5. Skill Development & Entrepreneurship in India
6. Abhishek Nirjar, Entrepreneurship Development- Word Press

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: ENTREPRENEURSHIP DEVELOPMENT			
B.Com. V Sem (FT)			
Goal : It will provides students with the knowledge and skill to entrepreneurship of organization , provides them tools & technique to be used in the performance of the entrepreneur and enable them to analyze and understand the better opportunity un the organization			
Objective: to Objectives of this course is to acquaint the students with the basic concept of entrepreneurship, Goal Determination, Project Proposal, Production, Financial , Marketing Management, Problems of Entrepreneur & solutions.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Management.	% Students having the desirable understanding of Management.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of Internal Marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15 GD 15
Presentation 15	GD 15	Assignment 15			
			30	Presentation 15	

Department of Commerce, IPS Academy , INDORE

Lesson Plan**Subject: Indirect Tax****Session: Jan-June****Class: B.Com. VI Semester (III Year)**

I: Objective of course: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.

II: Examination:

The faculty members will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The yearly examination pattern will carry 40 marks and have 3 sections A, B and C.

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	15	1	15
B	Short Answer Types of Questions	5	4	20
C	Long Answer Types of Questions	5	10	50
				85

III: Course Outcomes (CO):

CO1: To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty & its classification. To Understand the valuation rules under central excise act.

CO2: Make the students familiarizes with the concept of Custom Duty and its provisions. It give more practical knowledge to computation of assessable value & calculation of Custom Duty.

CO3: Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT.

CO4: Make the students familiarizes with the concept of Service Tax and its provisions. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		3	3		1	3	2	1
CO 2		3	3		1	3	2	1
CO 3								
CO 4		2	3		1	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Central Excise Duty	Central Excise Duty : Concept & Important Definitions Goods, excisable goods, manufacturer etc.	B.N.2
2		Registration Procedure in Central Excise	Registration Procedure in Central Excise	B.N.2
3		Classification of Goods	Classification of Goods in Central Excise	B.N.2
4			Methods of valuation of excisable goods	B.N.2
5		Advalorem Duty	Advalorem Duty - Numerical	B.N.2
6			Advalorem Duty - Numerical	B.N.2
7			Advalorem Duty - Numerical	B.N.2
8			Advalorem Duty - Numerical	B.N.2
9			Advalorem Duty - Numerical	B.N.2
10			Advalorem Duty - Numerical	B.N.2
11		MRP Based Valuation	MRP Based Valuation – Numerical	B.N.2
12			MRP Based Valuation – Numerical	B.N.2

CO: 1

LO: To understand the Concept of Central Excise Duty and Determination of Assessable Value under Central Excise and Excise Duty.

13	2	Custom Duty: Introduction custom duty.	Concept & Important Definitions	B.N.2
14		Nature of Customs Duty	Nature of Customs Duty	B.N.2
15		Types of Customs Duty	Types of Customs Duty, Numerical – Customs Duty	B.N.2
16		Prohibition under Customs Duty	Prohibitions on Import & Export	B.N.2
17		Valuation rules, computation of assessable value	Numerical – Customs Duty	B.N.2
18			Numerical – Customs Duty	B.N.2

19		and calculation of	Numerical – Customs Duty	B.N.2
20			Numerical – Customs Duty	B.N.2
21			Numerical – Customs Duty	B.N.2
22			Numerical – Customs Duty	B.N.2

CO: 2

LO: To understand the Concept of Custom Duty and Determination of Assessable Value under Custom Act and Custom Duty.

23	3	Central Sale Tax: Introduction	Introduction of Central Sales tax & its objectives	B.N.2
24		important definitions,	Important terms & definitions, Appropriate State with Example	B.N.2
25		provisions relating to interstate sales.	Provisions of interstate sales against declaration- Form-C,D, F,H,I E-I & EII. & Rates of Central Sales Tax	B.N.2
26		Determination of gross sales and taxable turnover.	Numerical- Rates of CST	B.N.2
27			Numerical- Rates of CST	B.N.2
28			Numerical- Rates of CST	B.N.2
29			Determination of Gross turnover & taxable sales	B.N.2
30			Numerical - CST	B.N.2
31			Numerical - CST	B.N.2
32			Numerical - CST	B.N.2
33			Numerical - CST	B.N.2
34			Numerical - CST	B.N.2
35			Numerical - CST	B.N.2

CO: 3

LO: To understand the Concept of Central Sales tax and Determination of Taxable Turnover under Central Sales tax and Tax payable.

36	4	M.P. VAT: Introduction, important definitions	Definitions & Features of VAT System, Important definition u/s 2	B.N.2
37		Registration and licensing of dealers	Registration of Dealer under VAT, Procedure for Registration Under VAT	B.N.2

38		Impact of to be or Not registered & Forms	B.N.2
39	Tax free goods	Exempted goods from VAT,	B.N.2
40	Assessment procedure, computation of taxable turnover and VAT. Investment Account	Rates of M.P.VAT	B.N.2
41		Taxable turnover under VAT, Numerical	B.N.2
42		Numerical - VAT	B.N.2
43		Numerical - VAT	B.N.2
44		Numerical - VAT	B.N.2
45		Numerical - VAT	B.N.2
46		Numerical - VAT	B.N.2
47		Numerical - VAT	B.N.2
48		Numerical - VAT	B.N.2

CO: 3**LO:** To understand the Concept of M.P. VAT and Determination of Taxable Turnover under M.P. VAT and Tax payable.

49	5	M.P. VAT- Tax payment and recovery of tax.	Filling of returns by Dealer- Sec 18	B.N.2
50			Provisions relating to Assessment under VAT	B.N.2
51			Payment of Tax, Refund of Tax & Recovery of Tax	B.N.2
52		Input tax rebate.	Input Tax rebate & Inventory rebate	B.N.2
53			Numerical - Input Tax rebate & Inventory rebate	B.N.2
54			Numerical - Input Tax rebate & Inventory rebate	B.N.2
55			Numerical - Input Tax rebate & Inventory rebate	B.N.2
56		Authorities: powers and duties.	VAT Authorities – Power of VAT Authorities	B.N.2
57			Duties of VAT Authorities	B.N.2
58		Appeal and	Appeal & Revision procedure under VAT	B.N.2

		revision.	
59		Difficulties in VAT.	Difficulties in implementation of VAT. B.N.2
60		Service Tax: Introduction, objectives	Meaning, Objectives & Scope of Service Tax B.N.1
61			Exemption limit in Service Tax B.N.1
62		Main provisions	Main provisions of Service Tax liability B.N.1
63			Registration & payment B.N.1
64			Numerical - Tax liability under Service Tax B.N.1
65			Numerical - Tax liability under Service Tax B.N.1
66			Service Tax – Assessment procedure B.N.1
67			Service Tax credit B.N.1
68		Assessment procedure and computation of service tax.	Service Tax - provisions relating to interest & penalty B.N.1
69			Valuation of Taxable Services – Rules B.N.1
70			Numerical - Service Tax B.N.1
71			Numerical - Service Tax B.N.1
72			Numerical - Service Tax B.N.1
73			Numerical - Service Tax B.N.1
CO: 3,4			
LO: To understand M.P.VAT Payment & Recovery of Tax, Input Tax Rebate, Authorities. To understand the Concept of and Determination of Taxable Services under Service Tax and Tax payable.			

Note: apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxes, H.C. Mehrotra, SBP, Agra, 2017
2. Indirect Tax, , SPP, Indore, 2018
3. Indirect Taxes Law and Practice, , Texmann, 2012

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-class test will be based on theoretical and practical aspect of the subject.
- 3-class performance and discipline will be an important factor for assessing internal marks.
- 4-the result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Indirect Tax			
B.Com. VI Semester			
<p>Goal : To introduce the basic concept of Indirect Tax. To familiarize the concept of Central Excise Duty. To Understand the valuation rules under central excise act. Make the students familiarizes with the concept of Custom Duty. It give more practical knowledge to computation of assessable value & calculation of Custom Duty. Make the students familiarizes with the concept of Central Sales Tax and its provisions. It give more practical knowledge to computation of Taxable Turnover & calculation of Central Sales Tax. Make the students familiarizes with the concept of M.P.VAT. It give more practical knowledge to computation of Taxable Turnover & calculation of M.P.VAT. Make the students familiarizes with the concept of Service Tax. It give more practical knowledge to computation of Taxable Service & calculation of Service Tax.</p>			
<p>Objective: The Objective of this Course is to acquaint the Students with the basic Concept of Indirect Tax and further to develop understanding the utilities of indirect tax.</p>			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Indirect Tax	% Students having the desirable understanding of Indirect Tax.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 75	Final Internal Marks Out 15
Presentation 15	GD 15	Assignment 15	30	Presentation 15		

Subject : Moral Value And Hindi language and English

Session: Jan-June

Class :B.Com VI Semester

I: Objective of Course :

1. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA
2. fo|kFkhZ u dsoy lQy thohdksiktZu djsa vfir lkFkZd] l{ke tkx:d ukxfjd cusA

Objective: The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.

II: Examination:

The faculty members will award internal marks out of 15(5+5+5) and the bifurcation is mentioned in the scheme of internal marks. The end semester examination will be worth 85(15+35+35) marks having theory.

English

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	5	2	10
C	Long Answer Types of Questions	4	5	20
				35

The faculty member will award internal marks out of 10 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 50 marks having theory and have 3 sections A, B and C.

Moral values and Hindi

Section	Types of Questions	No. of Questions	Marks	Total
A	Objective Types of Questions	5	1	5
B	Short Answer Types of Questions	3	5	15
C	Long Answer Types of Questions	3	10	30
				50

III: Course Outcomes (CO) :

1. vkt dh izfrLi/kkZRed thou 'kSyh esa ,d Nk= dks i;kZlr vkRefo'okl o laizs" k.kh;rk dh 'kfDr iznku djsu esa vk/kkj ikB~;dze dh lajpuk vR;ar vk/kkjHkwr ladYiuk dh Hkwfedk vnk djsxhA
2. fizaV] bysDV^kfud ,oa lks'ky ehfM;k dk mi;ksx lgh rjhds ls dj ik;saxsaA
3. The students not only become conversant with literary types of Hindi and English but they might develop understanding of social and historical surroundings .They may acquire knowledge of Indian culture and traditions.
4. The students will earn competency in LSRW skills; that help them to improve communication in both the languages. This will prepare them to participate in competitive examination

IV : Po-Co Mapping : HIGH-3, MEDIUM-2, LOW-I

	PO1	PO2	PO3	PO4	PO5	PO6	PO7
Co 1							1
Co 2				2			
Co 3	1	2					
Co 4		1				2	

V: Session Plan: VI Semester

Lecture No.	Unit No.	Topic	Sub. Topic	Reference
1	bdkbZ I	ikB~;dze ifjp;	ikB~;dze ij ppkZ	
2		lR; ds lkFk esjs iz;ksx	egkRek xak/kh dh vkRedFkk ds ek;/e ls dqN fo'ks"l laLej.kksa ij ppkZ	B.No.01
3.			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-1 First Assignment				
Lo-, lEiw.kZ ikB~;dze esa ifjfr gksxsaA egkRek xak/kh dh vkRedFkk ds ek;/e ls egkRek xak/kh ds thou ls ifjfr gksxsaA				
4.	bdkbZ II	vkRe fuHkZjrk	vkRefuHkZjrk dk vFkZ] ykHk	B.No.01
5.			ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
6		xwyj ds Qwy	xwyj ds Qwy] fuca/k dk lkjak'k] ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01
7			ikB ls lacaf/kr iz'uksa ij ppkZ	
A-2 First Assignment				
Lo-- vkRe fuHkZjrk dks thou esa viuk,axsa rFkk izd`fr ls ifjfr gksxsaA				
8	bdkbZ II	e;/izns'k dh yksddyk,Wa	c?ksy[kaM] cqansy[kaM dh yksddykvksa dk ifjp;	
9		ekyoh] fuekM+h yksd dykvksa dk ifjp;		
10			vuqlwfr tu tkfr dh yksddykvksa dk ifjp;] iwjs ikB ds iz'uksa ij ppkZ] ifjfr gksxsaA	B.No.01
Lo- e;/izns'k dh yksddykvksa ls ppkZ ifjfr gksxsaA				
11	bdkbZ II	e;/izns'k yksd lkfgR;	yksdlkfgR; dk vFkZ] yksdlkfgR; dk oxhZdj.k	B.No.01
12			c?ksyh] cqnsayh] ekyoh] fuekM+h] yksd lkfgR; dk ifjp;	B.No.01
13		i= ys[ku	izk:i.k] fVli.k] vkns'k] dk ifjp; ifji=] Kkiu, vuqLekjd dk ifjp;	B.No.01 B.No.02
15		iwNks u izkr dh ckr vkt	iwNksu izkr dh ckr vkt dk lkjak'k ikB ls lacaf/kr iz'uksa ij ppkZ	B.No.01 B.No.01
17		xsgwj; cuke xqyk	xsgwj; cuke xqyke] fuca/k dk	B.No.01

18	bdkbZ III		lkjak'k] xsgw; cuke xqyke] fuca/k ds iz'uksa ij ppkZ	B.No.01
19 20		nwjHkk"k vkSj eksckby	nwjHkk"k izfof/k] fodkl] nwjHkk"k vkSj VsyhxzkQ	B.No.01 B.No.01
21	bdkbZ III		eksckbZy dk ifjp;] vuqiz;ksx eksckby ojnku ;k vfHk'kki	B.No.01 B.No.01
22		e;/izns'k dh fp=x.k ewrhZ dyk] ,oa LFkkiR;	e;/izns'k dh fp=dyk] ewrhZdyk] LFkkiR; dyk dk ifjp;	B.No.01 B.No.01
23 24		dyk fgUnh dh 'kCn IEink	ikB ls lacaf/kr iz'uksa ij ppkZ i;kZ;okph] 'kCn;qXe ,oa foykse 'kCnksa ds vFKZ rFkk ikB ls lacaf/kr egRoiw.kZ iz'uksa ij ppkZ	B.No.01 B.No.02 B.No.02
Lo-- nwjHkk"k] eksckby ls ifjpr gksxsA e;/izns'k dh fp=dyk] ewrhZdyk rFkk fgUnh dh 'kCn IEink esa ifjpr gksxsA				

English Session Plan

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1		Introduction , Syllabus	Discussion regarding the entire syllabus	
CO: 3 The student will learn about the different thoughts expressed in the text .They will also learn about the various literary devices used in the text.				
LO : The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
2	IV	Stopping By Woods on a Snowy Evening	Explanation of the Poem, Poet.	B.NO 1
3			Discussion of Question and answer	B.NO 1
4		Communication Education and Information Technology	Discussion about the author and then explaining the story in detail.	B.NO 1
5			Discussion of exercises related to story	B.NO 1
6		The Gif Of Maggi	Explanation of Story	B.NO 1
7			Discuss the Importance and the exercises of it.	B.NO 1
8		The Cherry Tree	Discussion about the author and the topic	B.NO 1
9			Discussion of Question and answer	B.NO 1
CO:4				
LO: 5 Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
10		Translation	Translation of passage English to Hindi and Hindi to English	B.NO.2
11		Email-Writing	Format and Importance of Email writing	B.NO 3

12	V	Power Point Presentation	Elements of power point presentation skills and its role in today's scenario	B.NO 2,3
13		Basic language Skills Countable and Uncountable Nouns, Verbs, Adverbs	Common nouns, Collective nouns , material nouns and abstract nouns, Transitive and Intransitive verbs and types of Adverbs	B.NO 4,5
14		Sentence Correction	Common Errors will be dealt.	B.NO 3

VI Book References:

Hindi

- 1- uSfrd ewY; vkSj Hkk"kk %& e/;izns'k fgUnh xzaFk vdkneh] Hkksiky e-iz-A
- 2- Y;wlsUV lkekU; fgUnh & Y;wlsUV izdk'ku] iVuk A

English

1. English Language and Scientific Temper, Madhya Pradesh Hindi Granth Academy.
2. Rajendra Pal ,English Grammar and Composition ,Sultan Chand Publication, New Delhi.
3. K.A. Viswanathan ,English Grammar Without Tears, University Science Press(Laxmi Publication Pvt. Ltd)
4. Wren & Martin , English Grammar & Composition (Upgraded Format) S.Chand & Company LTD.,New Delhi
5. Raymond Murphy, Essential of English Grammar , Cambridge University Press , Delhi
6. Raymond Murphy, Intermediate English Grammar , Cambridge University Press , Delhi

VII: Notes:

- 1-There will be individual assignment, presentation and group assignment.
- 2-Class test will be based on theoretical aspect of the subject.
- 3-Class performance and discipline will be an important factor for assessing internal marks.
- 4-The result of each test/assignment will be declared within 15 days.

VIII Rubric for Internal Assessment			
Subject: Moral Values and Language			
B.Com.VI Semester			
Goal: To Develop Hindi Language.			
Objective. lkfgR;] foKku] dyk] ijaijk] bfrgkl] i;kZoj.k ds lkFk O;kdj.k ds vfuok;Z Kku dks fodflr djsaxsaA fo[kFkhZ u dsoy lQy thohdksiktZu djsa vfirQ lkFkZd] l{ke tkx:d ukxfjd cusA The aim of the course is to impart the students the four basic skills of language-speaking, writing, reading and listening that are depending on the knowledge of grammar and correct pronunciation, correct spellings, correct reading and listening.			
12-15 Marks	9-11 Marks	5-8 Marks	00-04 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having excellent understanding of Hindi.	% Students having the desirable understanding of Hindi.	% Students having satisfactory understanding about the subject.	% Students Need More Efforts.

IX: Scheme of internal marks

Class Participation			Internal Exam	Total 75	Final Internal Marks 15
Presentation 15	GD 15	Assignment 15	30		

Department of computers

Program Outcome of BCA

The Program enables the student to:

1. Understand the fundamental concepts of Computers, Business environment and IT Applications in Business.
2. Successfully understand & analyze technical data to reach actionable conclusions, including technological solutions to the business.
3. Learn technologies & IT languages, so the business problems could be addressed.
4. Develop competent technical writing skills so as to enable the graduate to communicate business ideas to senior management and general public.
5. To identify and sharpen their IT/ programming skills.
6. To produce employable IT workforce, that will have sound knowledge of IT and business fundamentals that can be applied to develop and customize solutions for Small and Medium Enterprises (SME)
7. To develop skilled manpower in the various areas of information technology like: Data base management, Software Development, Computer-Languages, Software engineering, Web based applications etc.
8. The ability and the mindset to continuously update and innovate.

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Programming And Problem Solving Through C****Class: BCA-103 - I Sem**

I: Objective of course: The objective of this course are to make the student understand programming language, Programming, concept of loops, reading a set of data, stepwise refinement, function, control structure and arrays. After completion of this course the student is expected to analyze the real life problem and write a program in 'C' to Solve problem.

II: Examination: The examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 To understand the programming concept and its basic constructs.
- CO2 To enhance creativity of mind analytically, logically, mathematically.
- CO3 To analyze the real life problem and solve it by writing programs.
- CO4 To develop a foundation for other programming language.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO6	PO7	PO8
CO 1	3		3	2	1			
CO 2		3					1	
CO 3		2	3	1		1		3
CO 4	3			1	2	2	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Algorithm for problem solving	Basic	B.N.7
2			algorithm logic, classification	B.N.7
3			Flowchart	B.N.7
4			classification	B.N.7
5		Program design & implementation issues	programming technique, structured programming	B.N.4
6			Modular designing of programs	B.N.4
7		Programming Environment	High level programming language, Low level programming language,	B.N.4
8			Middle level programming language	B.N.1
9			compiler , assembler, interpreter.	B.N.1
CO: 1				
LO: To learn step by step procedure to build algorithm, prepare flow chart to solve problem using programming techniques.				
10	2	What is C	Historical development of C where C stands	B.N.3
11		Getting Started with C	The C Character set,C keywords	B.N.8
12			identifiers	B.N.3
13			Types of C Constants	B.N.7
14			Types of C Variables	B.N.7
15			C Instructions	Type Declaration Instruction	B.N.3
16		Integer and Float Conversions		B.N.3
17		type conversion in assignment		B.N.3
18		operators	Arithmetic operators	B.N.3
19			Relational, logical	B.N.3
20			bitwise	B.N.3
21			Special operators	B.N.3
22			Hierarchy of operators	B.N.3
CO: 1,2				
LO: To learn basic fundamental construct to build instruction with its rules and proper documentation for each program.				
23	3	Decision control structure	If, if- else	B.N.7
24			Nested if –else	B.N.7
25			Switch case	B.N.7

26	Loop control structure	For loop	B.N.3
27		Forms of for	B.N.3
28		While loop	B.N.3
29		Practice	
30		Do-while	B.N.3
31		Practice	
32		Nested loops	B.N.5
33		Break, continue	B.N.7
34		Goto, exit	B.N.7

CO: 2,3,4**LO:** To learn how decision making operation, loop based evaluation and jumping statement work using logical skill.

35	4	Array	Array, array initialization	B.N.3
36			1D array programming	B.N.3
37			2 d array	B.N.5
38			memory map of 1D and 2D array	B.N.3
39			2 d array programming	B.N.3
40			Multidimensional array	B.N.5
41		Strings	String	B.N.8
42			String library functions	B.N.8
43			practice	B.N.7
44			2D array of characters	B.N.3

CO: 3,4**LO:** To learn how to work on collection of data and make operation on it like:search and make an arrangement.

45	5	Structure	declaration of structure, accessing structure elements	B.N.3
46			how structure elements are stored	B.N.3
47			array of structure	B.N.5
48			uses of structure	B.N.5
49		Preprocessor	features of C Preprocessor	B.N.3
50			macro expansion, macro with arguments	B.N.3
51			file inclusion, conditional, #if, #elif	B.N.7
52			miscellaneous directives, #include, #define directives	B.N.7
53			#undef, #pragma directives	B.N.7

CO: 3,4**LO:** To learn how to create structure of different data according to requirement along with all basic building block of this language.

VI: Book References:

1. Programming with problem solving thought 'C'. (ELSEVIER)(for UNIT I)
2. "Programming in C", E. Balaguruswamy Tata McGraw Hill
3. "C The Complete Reference", H. Schildt, Tata McGraw Hill
4. First course in programming with 'C', T.Jeyapoovan (VIKAS)
5. The C Programming language by Brian W. Kernighan Dennis M. Ritchie Prentice Hall
6. Practical C Programming 3rd Edition A Nutshell Handbook O'Reilly.
7. Computer Programming and IT (for RTU), by Ashok N Kamthane et. al, Pearson Education, 2011
8. Y. Kanetkar, "Let us C", BPB Publications

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for practical Assessment			
Subject: Programming and problem solving through c			
BCA I Sem			
Goal : Students analyze problems and make programs to solve these problems.			
Objective: Students learn programming techniques and develop base for other programming languages.			
20-25 Marks	15-20 Marks	10-15 Marks	05-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students can work on collection of data and organize it.	% Students having logical skills to take decisions and program further.	% Students having understanding about basic constructs of programming.	% Students Need More Efforts for programming.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 25	Final practical Marks Out of 25
Presentation Out of 5	Practical Out of 5	Assignment Out of 5	VIVA Out of 5	Practical written Out of 5		

Lesson Plan

Subject: Digital Computer organization

Class: BCA-105 – I Sem

I: Objective of course: To introduce the concept of digital computer organization.

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | 1. To acquire the basic knowledge of digital logic levels and application of knowledge to understand digital computer organization. |
| CO2 | 2. It introduces the fundamentals of digital arithmetic and programmable logic. |
| CO3 | 3. To prepare students to perform the analysis and design of various digital electronic. |
| CO4 | 4. The ability to understand, analyze and design various combinational and sequential circuits. |

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3						3	2
CO 2	2		2			2	3	
CO 3			3	2	2	1		2
CO 4			2	2				3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO:.student will be able to know what is block diagram of computer and input and output device.				
1	1	Block diagram of computer, input and output device	Block diagram of computer and concept,processing.	B.NO.1,2
2			Hardware and software concept	
3			Microprocessor concept	
4			Keyboard,mouse joystick,scanner,printers,	
5			Types of printer,plotters,devices.	
CO: 1				
LO: Students will be able to solve problems using binary numbers, hexadecimal and octal notation, and the representation of information using digital codes. Solve problems using computer arithmetic including signed number representations in 1's and 2's complement form				
6	2	Basic of Number System and their operations,Concepts of Codes	Introduction to Number System and their conversions. Perform binary addition, subtraction, multiplication and division.	B.NO.1,2
7			ASCII code	
8			Grey Code	
9			Excess-3 code	
			1'complement and 2'complements	
CO: 1,2				
LO: Students will learn Application of logic to design and creation, using gates, to solutions to a problem. Use De Morgan's Theorem to simplify a negated expression. Students will be able to compute Karnaugh Map to reduce Boolean expressions and logic circuits to their simplest forms.				
10	3	Logic gates, Boolean function	NOT, OR, AND,NAND,NOR,XOR,XNOR gates	B.NO.1,2
11			Boolean Algebra	
12			De Morgan's Theorem	
13			Half adder and full adder	
			Concept of Boolean functions.	
			SOP, POS, minterms	
			Simplification of logical circuits	

			Karnaugh maps	
CO:3,4				
LO : Students will learn the concept of Sequential Circuits: Latches, Clock Signals and Clocked Flip-Flops, State Diagrams, Tables, and Machines. Design and implement various combinational and sequential circuits.				
14	4	Flip-Flop, Registers and Counters	Flip-Flop & their types	B.NO.1,2
15			Register and counter	
16			RS-flipflop level clocked D, F/P edge triggered D flipflop.	
17			JK flip flop, racing condtion master-slave flip flop,	
18			Buffer register, shift register, ripple counter,	
19			Synchronous counter, ring counter, mod counter	
CO:1,2				
LO: Students will learn the concept of Memory cell Organization such as RAM,ROM,PROM,EPROM,MANETIC DISK, cpu and memory.				
20	5	Computer memory	Memory cell Organization,	B.NO.1,2
21			RAM,ROM PROM,EPROM,EEPROM	
22			Magnetic hard disk, pen drive cache memory	
23			Optical disk, input device, cpu and memory	

VI: Book References:

1. Digital Computer Electronics by Malovino and Brown McGraw Hill
2. Computer fundamental Architecture and Organization by B.Ram.
3. Computer organization by Hayes.
4. Computer fundamental by P.K. Sinha & Priti sinha, BPB publication.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.

4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assesment			
Subject: digital computer organization			
BCA I Sem			
Goal : Students develop the ability to prepare and analyze advancement of the theory and practice of Computer Science, Electronics and Technology, information processing and related arts and sciences for the service of mankind and the advancement of general welfare.			
Objective: Students gain understanding of the Digital Computer Electronics, To become familiar with how digital information is represented, stored, and manipulate.			
8-10 Marks	06-08 Marks	04-06 Marks	00-04 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Digital Computer and further to develop understanding of Gates, Flip-flop, and making circuits, and computer memory,	% Students having the basic concept Digital Computer and further to develop understanding of Gates, Flip-flop, and making circuits.	% Students having understanding about Digital computer and circuits	% Students Need More Efforts for Solution and Basic Concept of Digital computer

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

Lesson Plan**Subject:** English**Class:** BCA - 106**I: Objective of course:**

The Objective of this course is to enhance LSRW Skills. It intends to enable the students to communicate effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 25 marks having theory.

III: Course Outcomes (CO):

CO1. Students are able to apply functional Grammar and use grammatically accurate English and will able to form correct sentences, after reading the text. They will also enrich their vocabulary

CO2. Students will also enrich their vocabulary by learning the formation of new words through suffixes- prefixes, synonyms- antonyms. They will also implement it through reading comprehension

CO3. Students are able to compose paragraph consistently.

CO4. Students are able to draft all kinds of Business Correspondence, Resume and E-mail Writing.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3		3				2
CO 2	2							
CO 3		2					3	2
CO 4			3			2	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Referen ce
I	I	THE HERITAGE OF INDIAN ART	Indian art, meaning, features of Indian Art , painting ,music	Text book of
			Music and dance	English languag e
2			About seclpture , Archacology	&
		Iconography & other social Art	Indian culture	
3		LIFE IN VEDIC LITERATURE	Indian literature vedic granthas, ramanayan, mahabharat etc	
A-1. First assignment				
CO: 1				
LO: The students will acquire with English language and Literature by studying this. They will also learn about allusions, references, poets, writers and stories etc.				
4	I	Freedom movement in India	Short question / answer	Text book of
5			Exercise based on chapter	English languag e
6		Aspects of Indian consitution	Tenses, vocalubary , building, exercise	& Indian culture
A-2. Second assignment				
CO: 1,				
LO: Vocabulary plays an important role in enriching language. Students will improve their communication by enhancing their vocabulary.				
Lesson 5 and 6				
7	I	Individual freedom	Significance of fundamental duties	Text book of
8		Fundamental duties	“Article based on universal Declaration of Human Rights”.	English languag e

			About Indian constitution	& Indian culture
9				
A-3. Group assignment				
CO: 1&2				
LO: Students will also enrich their vocabulary by learning the formation of new words through suffixes- prefixes, synonyms- antonyms. They will also implement it through reading comprehension.				
10	II		Group test , class test , practice and unsolved paper	Wren Martain
CO: 3 Students will also enrich their vocabulary by learning the formation of new words through suffixes- prefixes, synonyms- antonyms. They will also implement it through reading comprehension				
LO: Grammar plays a crucial role in learning language on the basis of rules. By that students get benefitted by correct usage.				
11	III		Group presentation on Indian art and culture , Rules of grammar, business correspondence etc.	Wren Martain
A-4. Presentations				
CO: 3 Students will also enrich their vocabulary by learning the formation of new words through suffixes- prefixes, synonyms- antonyms. They will also implement it through reading comprehension				
LO: Students will enrich the ability to understand the text and Passages				
12	III		Group presentation on Indian art and culture , Rules of grammar, business correspondence etc.	Wren Martain
CO: 4 Students are able to draft all kinds of Business Correspondence, Resume and E-mail Writing.				
LO: Students will enrich the ability to understand the text and Passages.				
13	IV		Students will also enrich their vocabulary by learning	English Gramma r and composi tion (warrine rs)
			the formation of new words through suffixes- prefixes, synonyms- antonyms	
			They will also implement it through reading comprehension	
A-5. Assignment				
CO: 3 Students are able to compose paragraph consistently.				
LO: Students will learn the art of composition on various topics that enhances their ability to express their				

thoughts on different aspects.				
14	V		Paragraph writing & Business correspondence,	Krishna Sharma (Business correspondence and report writing)
			Resume And E.mail writing	& Ashraf Rizwi
15			Class test	(Business correspondence and report writing)
			All type of business letters and correspondence	

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. English language and Indian culture (Text book of English language)
2. Business correspondence and report writing(Sharma and Mohan, Tata Mc GRAW HILL)
3. English Grammar and composition (Mc GRAW HILL)

VII: Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assesment			
Subject: ENGLISH			
BCA III Sem			
Goal : This course is to enhance LSRW skills. It intends to enable the students to communicate Effectively. It helps them to overcome their inhibitions and self consciousness while speaking and writing in English. It focuses on the employability skills of the students.			
Objective:. The objective of this course is to given knowledge about the basic of English language and literature and usage of Grammar			
25-20 Marks	20-15 Marks	15-10 Marks	10-01 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% student having an understanding about basic of Grammar & LSRW SKILLS.	% student having understanding about English language literature & grammar.	% student having understanding about speaking abilities & writing skills.	English language & basically Spoken abilities Writing skills.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentatin Out of 2	Quiz Out of 2	Assignmet Out of 2	VIVA Out of 2	Internal Out of 2		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan

Subject: Mathematics- I

Class: BCA - I Sem

I: Objective of course:

The objective of this subject is to help students to understand the basics of calculus, application of vector functions, and uses of matrix in solving simultaneous equations with the help of rank and nullity

II: Examination:

The internal examination will carry 20% marks i.e. 10 marks. The internal examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate combination of sub section in each question.

III: Course Outcomes (CO):

CO1: Communicate mathematics both orally and in well written sentences and should be able to explain solutions to problems.

CO2: Work with functions represented in a variety of ways: graphical, numerical, analytical, or verbal. They should understand the connections among these representations.

CO3 : Meaning of the derivative in terms of a rate of change and local linear approximation and should be able to use derivatives to solve a variety of problems

Co4: To identify areas in mathematics and other fields where Calculus is useful

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1								1
CO 2	3	1	2	2				
CO 3	2			2		3		
CO 4		1	2					3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Review of concept of functions of one variable	Constants, Variables, Functions,	D.C Agrawal.
2			Definition of limits, Left hand and right hand limits,	D.C Agrawal
3			Evaluation of limits, Some important limits	D.C Agrawal
4		Concept of continuity	Concept of continuity and discontinuity	D.C Agrawal
5	Types of discontinuity		D.C Agrawal	
6	Left and right hand derivatives		D.C Agrawal	
7	Problems on differentiability and continuity		D.C Agrawal	
Assignment-Problems based on continuity, Limit and differentiability				
CO	2			
LO:	Understand the concept of limit, continuity differentiability constant and variables			
8	2	Successive Differentiation	Successive differentiation of function,	D.C Agrawal
9			and nth different ion of functions,	D.C Agrawal

10			Application of Leibnitz theorem	D.C Agrawal
11			Problems on Leibnitz theorem	
13			State and prove of Rolles, Lagranges mean value theorem, and problems based on these theorems	D.C Agrawal
14			Maclaurin Series	D.C Agrawal
15			Taylor Series	D.C Agrawal
16			Indeterminate form of limits	D.C Agrawal
17			Problems based on $0/0$ form	D.C Agrawal
18			Problem based on $\infty \times 0$	D.C Agrawal
19			Problem based on ∞/∞	D.C Agrawal
20			Problem based on $\infty - \infty$	D.C Agrawal

Assignment- Problems based on Rolles Theorem, Leibnitz theorem, Taylor's series, Maclaurin series and in determinant form of limits.

CO: 4

LO: Understand the concept of successive differentiation Leibnitz theorem, Taylor and Maclaurin Series and indeterminate forms of limit

21			Tangent and normal to a curve on a given point	D.C Agrawal
22			Finding angle of intersection between two curves	D.C Agrawal
23			Curvature, radius of curvature,	D.C Agrawal
24			chord of curvature, centre of curvature	D.C Agrawal
25			Asymptote parallel to the coordinate axis	D.C Agrawal
26			Finding oblique asymptotes	D.C Agrawal
27			Reduction formula for $\sin^n x$ and $\cos^n x$	D.C Agrawal
28			Reduction formula for $\tan^n x$, $\cot^n x$	D.C Agrawal
29			Reduction formula for $e^{ax}\cos^n bx$ and $e^{ax}\sin^n bx$	D.C Agrawal

Assignment- Problems based on reduction formulas

CO: 4

LO: Understand the concept of tangent, normal, curvature, asymptotes and reduction formulas for various trigonometric functions

30	4	Vector calculus	Derivative of a vector function	D.C Agrawal
31			Gradient of a vector function,divergence of a vector function,	D.C Agrawal
32			Curl of a vector function	D.C Agrawal
Assignment- Problems based on Divergence, Gradient curl of a vector function, irrotational and solenoidal vector				
CO: 2				
LO: Understand the concept of divergence , gradient curl of vector function				
33	5	Matrices	Rank and nullity of a matrix, Echelon form	D.C Agrawal
34			Normal form of a matrix	D.C Agrawal
35			Solving simultaneous equations using matrix , unique solution , no solution and infinite solution	D.C Agrawal
Assignment- Problems based on Matrix rank and nullity, solving simultaneous equation by using rank and nullity of a matrix				
CO: 1				
LO: Understand the concept of rank ,nullity and application of rank and nullity in solving simultaneous equations				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. A text book of calculus by Dr. H.S.Sharma, Ratan Prakashan
2. Vector Calculus & Geometric by Dr. H.K.Pathak, & D.C. Agrawal
3. Discrete Mathematics by Dr. H.K.Pathak, & D.C. Agrawal – (shikha sahitya prakashan)

VII: Note:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on the aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Mathematics I			
BCA I Sem			
Goal : Students develop the ability to understand the concept of constant, and variable, functions differentiate, limit and continuity , application of calculus in real life, differentiation of vector functions and solution of linear equations by using matrix method .			
Objective: Student must be able to apply calculus in real life problems, find areas where calculus is applicable and find rate of change of one variable with respect to other, velocity and acceleration			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of differentiation, integration, application of differentiation, integration, vector function, application of matrix in solving simultaneous equation	% Students having the basic concept of differentiation integration ,vectors and matrix operations.	% Students having understanding about differentiation, and integration.	% Students Need more Efforts for Concept of calculus.

IX: Scheme of internal marks

Class Participation	Internal Assessment	Total 10	Practical marks 10
Presentation and Assignment Out of 05	Class Test out of 05		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: PC SOFTWARE****Class: BCA-104 -I Sem**

I: Objective of course: The objective of this course is to give knowledge about the basic of a computer and its application.

II: Examination: The external examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance will be maintained by including appropriate (numerical/objective/conceptual/analytical/theoretical) combination of subsection in each question.

III: Course Outcomes (CO):

- CO1 This course introduces the concepts of computer fundamental & their applications for the efficient use of office technology.
- CO2 Demonstrate the basic technicalities of creating Word documents.
- CO3 Create and design a spreadsheet for general office.
- CO4 Demonstrate the basic technicalities of creating a PowerPoint presentation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2	3	2	
CO 2	3		2			3		2
CO 3	3		2			3	2	2
CO 4			2					2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of computer MS-Windows: Operating system-	Block dig of computer, classification of comp, comp memory	B.N. 2
2			Operating system-Definition & functions	B.N.2
3			Basics of Windows. Basic components of windows	
4			running applications, exploring computer, managing files and folders, copying and moving files and folders	B.N.3
5			Control panel – display properties, adding and removing software and hardware	
6			setting date and time, screen saver and appearance. Using windows accessories.	B.N.2
7			I/O device, types of language, compiler, interpreter, assembler	B.N.3
A-1 First Assignment				
CO: 1				
LO: Students will be able to learn computer fundamentals and windows operating system and its properties.				
8	2	Documentation Using MS-Word	Introduction to Office Automation, Creating & Editing Document,	B.N.1
9			Exercise on word	
10			Formatting Document, Auto-text, Autocorrect, Spelling and Grammar Tool,	B.N.3
11			Document Dictionary, Page Formatting,	
12			Bookmark, Advance Features of MS-Word-Mail Merge,	B.N.2
13			Exercise on Mail-merge, Macros,	
14			Tables, File Management, Printing, Styles,	
15			Linking and embedding object, Template.	
A-2 Second Assignment				
CO: 2				
LO: Students will be able to learn office automation using MS-word.				

16	3	Electronic Spread Sheet using MS-Excel	Introduction to MS-Excel, Creating & Editing Worksheet	B.N.1
17			Formatting and Essential Operations,	B.N.1
18			Exercise on worksheet	
19			Formulas and Functions,	B.N.1
20			Advance features of MS-Excel	
21			Pivot table -Pivot Chart	B.N.2
22			Charts	B.N.2
23			Linking and Consolidation.	B.N.2

A-3 Third Assignment

CO: 3

LO: Students will be able to learn spread sheet creation using MS- excel.

24	4	Database Management using Excel	Database Management	B.N.3
25			Database Management using Excel-Sorting,	B.N.3
26			Filtering, Practice	B.N.3
27			Table , Practice	B.N.3
28			Validation,	B.N.3
29			Goal Seek,	
30			Scenario, Exercise	B.N.3

A-4 Fourth Assignment

CO: 1,3

LO: Concept of managing spread sheets will student learn in MS- excel.

31	5	Presentation using MS-PowerPoint:	Presentations, Creating, Manipulating & Enhancing Slides,	B.N. 5
32			Organizational Charts, Excel Charts, Word Art,	B.N. 5
33			Layering art Objects, Animations and Sounds,	
34			Inserting Animated Pictures	B.N. 5
35			Inserting Recorded Sound Effect or In-Built Sound .	

A-5 Fifth Assignment

CO:4

LO: Students will be able to learn create power point presentation.

VI: Book References:

1. Courter, G Marquis (1999). Microsoft Office 2000: Professional Edition. BPB
2. Microsoft Office – Complete Reference – BPB Publication
3. Computer Fundamental – Anita Goel - Pearson
4. PC Software – Shree Sai Prakashan, Meerut
5. Microsoft Office – Ron Mansfied, BPB Publication

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Practical Assessment			
Subject: PC SOFTWARE			
BCA I Sem			
Goal: Students develop the ability to understand the relevance of computers in our society to understand the various components of the computer, to understand the difference between software and hardware, and to introduce the various categories of computers.			
Objective: Students gain understanding the components of a computer using my computer. Have students categorize the various components as input, output, hardware, software, system unit, storage device.			
20-25 Marks	15-20 Marks	10-15 Marks	00-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about computer and its Application, MS windows and knowledge about MS word, MS Excel, and MS PowerPoint.	% Students having the basic concept of computer fundamental and MS office.	% Students having understanding about computer and its fundamental.	% Students Need More Efforts for concept of basic of computers.

IX: Scheme of Practical marks

Class Participation			Practical Assessment		Total 25	Final Practical Marks Out of 25
Presentation Out of 05	Written exam 05 Out of 05	Assignment Out of 05	VIVA Out of 05	Practical Out of 05		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan

Subject: statistical methods part I:

Class: BCA-102 - I Sem

I: Objective of course: The objective of this course is to introduce the concept of statistical methods and its application

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- | | |
|-----|--|
| CO1 | How to calculate and apply measures of location and measures of dispersion -- grouped and ungrouped data cases |
| CO2 | How to apply discrete and continuous probability distributions to various business problems. |
| CO3 | Offers a broad coverage of standards and established methods through leading edge techniques. |
| CO4 | The course is designed to acquaint students with the basic principles of applying statistical methods to management and their utilization in technological processes |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3			3		3	
CO 2	2		3	3				2
CO 3					2	3	3	3
CO 4	3	2	3	2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Types of data	Introduction of statistical methods	B.N. 3
2			Types of observations	B.N.3
3			Individual observation, discrete series, and continuous series	B.N.3
4			Pictorial representation of data	B.N.3
5			histrogram	B.N.2
6			Frequency curve, and frequency polygon	B.N.2
7			Cumulative frequency curve (ogive)	B.N.2

CO: 1**LO: understand different types of data used in real life**

8	2	Measures of central tendency:	Introduction simple arithematic mean	B.N.1
9			Step deviation method to calculate A.M in continuous series	B.N. 3
10			Median, and some numericals based on medians	B.N.2
11			Calculation of mode, quartiles and deciles	B.N. 3
12			Measures of dispersion	B.N. 3
13			Calculation of standard deviation and mean deviation	B.N. 3
14			Some more examples on mean deviation	B.N. 3

CO: II

LO: After this lesson, students will be able to: calculate the **mean, median, mode**, and range for a set of data they collected

15	3	Skewness and kurtosis, and theory of probability	Introduction of skewness	B.N.1
16			Pearsons coefficient of skewness	B.N.1
17			Bowleys coefficient of skewness	B.N.1
18			Introduction of moments, central moments, non central moments	B.N.1
19			Introduction of of moment about origin	B.N.2
20			Calculation of skewness and kurtosis based on moments	B.N.2
21			Introduction of elementary probability theory	B.N.2

COIII

LO: :- know the complementary relationship of skewness with measures of central tendency and dispersion in describing a set of data..

22	4	Theoretical distribution	Introduction of theoretical distribution	B.N.2
23			Binomial distribution and its constants	B.N.1
25			Some numerical based on binomial distribution	B.N.1
26			Poisson distribution and its constants	B.N.1
27			Numerical based on Poisson distribution	B.N.1
28			Normal distribution	B.N.1

CO: 4

LO: Calculate the simple linear regression equation for a set of data and know the basic assumptions behind regression analysis.

29	5	Correlation and regression	Definition of correlation positive and negative correlation	B.N. 2
30			Karl pearsons coefficient of correlation	B.N. 1
31			Spearman rank correlation coefficient of correlation	B.N. 2

32			Regression line and its equations	B.N. 2
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CO:5

LO: . :- Emphasis is placed on theoretical understanding combined with problem solving using algebra and calculus-based method

VI: Book References:

1. Statistics schaum's outline series, Spiegel, M.R.McGraw Hill Publishing Company.
2. Mathematical statistics Kapoor & Saxena : - S,Chand & sons.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment**Subject: Statistical methods****BCA I Sem**

Goal : The study of statistical methods focus on statistical sampling , and emphasizes the structure and behavior of sample and population There are a fundamental relationship between null hypothesis alternative hypothesis and calculated values and tabulated values

Objective: The objective of this course is to introduce the concept of statistical methods..

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Practical marks 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INDORE

Lesson Plan

Subject: Hindi

Session: 2018-2019

Class: BCA – 206

I: Objective of course:

1. vkt ds ;qx esa ,d Lukrd ds le{k laizs" k.k dkS'ky ,oa pqacdh; O;fDrRo ds lkFk n{k ukxfjd gksus rFkk vk/kqfud le; dh dlkSVh ij [kjk mrjus dh pqukSrh A
2. fgUnh Hkk"kk o uSfrd ewY; esa Hkk"kk, Wa O;kdj.k ds lkFk uSfrd f'k{kk ls cPpksa dks ifjpr djksd muesa xq.k fodflr gksxkA

II: Examination:

The faculty member will award internal marks out of 5 and the bifurcation is mentioned in the scheme of internal marks. The end year examination will be worth 30 marks having theory.

III: Course Outcomes (CO):

CO1. Hkkjrh; fparu ijaijk vkSj Hkko&lank ls lk{kRdkj ds vfrfjDr Hkk"kk dh egRrk vkSj mlds fofo/k #i fgUnh dh "kCn lank] okD;&lajpuk] i=&ys[ku ,oa Hkko& iYyou dk fodkl gksxkA

CO2. Hkkjrh; laLd`frd vkSj fparu ijaijk ls ifjp; izklr dj visf{kr Kku dks fodflr djsaxsaA

CO3. Tkhou&ewY;] lekt&O;oLFkk] jk"V^ah; miyfC/k;sa vkSj fodkl dh fn"kkvksa ls ifjpr gksxsaA

CO4. laizs" k.k dkS"ky dh fodkl ds lkFk&lkFk fofHkUu fo"k;sa dh vk/kkjHkwr vo/kkj.kkvksa dks n`< djsxsa rFkk mUgksaus Hkk"kkxr v/;;u dh vksj mUeq[k gksxsaA

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3					2	3
CO 2				3				2
CO 3	2	2						
CO 4		2				3		

Average	2	2.33		3		3	2	2.5
Avg. of Course	2.5							

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Introduction to Information System****Class: BCA-204-II Sem**

I: Objective of course: The objective of this course is to provide the student with the skill they can use to be effective business reader in their organization and to provide core of IS principle with which every student should be familiar.

II: Examination: The examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/Theoretical) combination of sub section in each question

III: Course Outcomes (CO):

- CO1 This course provides brief understanding to the students and develops their skills for running effective business in any organization.
- CO2 It aims to develop broad understanding and use of hardware and software for enhancing business.
- CO3 It aims to provide different database management techniques, applications. In engineering and management context.
- CO4 It provides use of E-commerce, their types, legal issues and cyber crime related to E-business

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3					
CO 2	2	2	2	3				1
CO 3						1	1	1
CO 4	2				1	3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
CO: 1				
LO: Students will be learning the concepts of Information system				
1	1	Introduction to IIS	Introduction to IIS & meaning of IIS.	B.N. 2
2		SDLC	Need of SDLC, Business Information System	B.N.1
3			Competitive Advantage	B.N.2
4			Career in IIS	B.N.2
CO: 2				
LO: Students will understand the use of Software and Hardware in Information System				
5	2	S/W, H/W & Programming Concept	Floppy disk	B.N.1
6			Hard disk	
7			Input Device	B.N.1
8			Output Device	B.N.1
9			Programming concept	B.N.1
CO: 1,3				
LO: Students will learn different types of database applications used in Information system				
10	3	Database Management System	Data Management	B.N.1
11			Data Modeling	
12			Dbms advantages & applications	B.N.1
13			Database Application System	
14			Database models	B.N.1
15			Database language	
16			ER diagrams	B.N.1
17			Keys	
18			SQL commands	B.N.1
CO: 1				
LO : Students will understand the use of different communication systems				
19	4	Communication System	Overview of Communication System	B.N.2

20			Telecommunication	B.N.1
21			Internet	B.N.1
22			Intranet	
23			Extranet	
24			Www	B.N.1

CO:4

LO: Students will understand the use of E-commerce, its applications, privacy issues and cyber crime

25			Introduction to Ecommerce	B.N. 2
26			Types of Ecommerce	B.N. 2
27	5	Ecommerce	Ecommerce applications	B.N. 2
28			E-payment system	B.N.2
29			Computer waste & mistake	
30			Technologically infrastructure of Ecommerce	B.N.2
31			Trends to Ecommerce	B.N.2

VI: Book References:

1. Principle of Information System: Ralph stair (Thomson course technology)
2. Analysis and Design of Information Systems: V.Rajaraman

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for practical Assessment			
Subject: Introduction to Information System			
BCA II Sem			
Goal : Students understand introduction of information systems to individuals and organizations. With the intention to raise the general awareness and understanding of computer based information systems and business informatics.			
Objective: The objectives are students understand information systems implementation and usage while utilizing existing IT within a typical business computer network...			
20-25 Marks	15-20 Marks	10-15 Marks	05-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Information System and Ecommerce.	% Students having the basic concept of Information System and Ecommerce.	% Students having understanding about Information System.	% Students Need More Efforts for Solution and Basic Concept of Information System.

IX: Scheme of practical marks

Class Participation			Internal Assessment		Total 25	Final practical Marks Out of 25
Presentation Out of 5	Practical Out of 5	Assignment Out of 5	VIVA Out of 5	Practical written Out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Advance calculus Session:****Class: BCA-201 - II Sem****I: Objective of course:** The objective of this course is to introduce the concept of advanced calculus

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 The objective of this class is to be able to write rigorous mathematical proofs for basic theorems in multi-variable calculus involving the fundamental tools such as continuity and differentiability.
- CO2 model spatial problems with vectors, lines, planes, curves and surfaces in three-dimensional space a,b,c.
- CO3 Mathematics majors will learn and retain basic knowledge in the core branches of
- CO4 Mathematics majors will be able to learn and explain mathematics on their own.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3			2	2	3	2
CO 2	3		2	2	3			
CO 3		2	3			3	2	2
CO 4	2	3		3		3		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	CURVE TRACING AND IMPROPER INTEGRALS	Introduction.how to sketch graph	B.N. 3
2			Symmetry, asymptotes ,tangent and normals of curves	B.N.3
3			Tracing of curves in polar form	B.N.3
4			Convergence of improper integral of kind first	B.N.3
5			Convergence of improper integral of kind second	B.N.2
6			Convergence of improper integra of kind third	B.N.2
7			Different examples	B.N.2
CO: 1				
LO: After this topic Sketch circles, ellipses and graphs of functions starting from algebraic formulae in the form of a parametrized curve				
8	2	GAMMA AND BETA FUNCTION AND RECTIFICATION	Introduction of gamma function	B.N.1
9			Properties of gamma function	B.N. 3
10			Beta function .	B.N.2
11			Properties of beta function	B.N. 3
12			Relation between beta and gamma function	B.N. 3
13			Legendres duplication formula	B.N. 3
14			Introduction of rectification	B.N. 3
CO: III				
LO: After this lesson, students will be able to understand area and arc length of curves;				
15	3	Multiple integrals	Introduction of line integral	B.N.1

16			Double, and triple integrals	B.N.1
17			Vectore integrals	B.N.1
18			Surface and volume integrals	B.N.1
19			Gauss divergence theorem	B.N.2
20			Stokes theorem	B.N.2
21			Different examples	B.N.2

CO:1,4

LO: After this lesson student will Memorize the statement of the change of variables theorem for double integrals, and will be able to illustrate its geometric meaning with the aid of sketches, and apply it to compute integrals over regions that are neither type I nor type II. (d) Memorize the formulae for integration in cylindrical and spherical.

22			Introduction of partial differentiations.	B.N.2
23			Eulers theorem for homogeneous function	B.N.1
25			Introduction of partial differentiations	B.N.1
26	4	partial differentiation	Different numerical based on partial differentiations	B.N.1
27			Examples based on partial differentiation	B.N.1
28			Examples based on partial differentiations	B.N.1

CO: 4

LO: . After this lesson, students will be able to Calculate first and second partial derivatives .

29		Maxima & Minima function of two and three variables.	Introduction of maximum and minimum of function of two variables	B.N. 2
30	5	convergence and divergence of series	Examples based on maximum and minimum.	B.N. 2
31			Lagranges method to get maximum and minimum	B.N. 1

32		Convergence and divergence of series	B.N. 2
CO:5			
LO: After this lesson, students will be able to Calculate first and second partial derivatives.			

VI: Book References:

- 1 A text book of higher calculus for B.Sc II by Dr. H. S. Pathak & D.C. Agrawal . Shikha Sahitya Prakashan..
2. A text book of higher calculus for B.Sc II by Dr. H. S. Sharma Ratan Prakashan

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: advanced calculus			
BCA IISem			
Goal : The study of Advanced calculus calculus of functions of two or more than two variables.			
Objective: The objective of this course is to introduce the concept of advanced calculus..			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 25
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Operating System Fundamentals****Class: BCA 205 – IIInd Sem**

I: Objective of course: To understand fundamental components of a computer operating system and policies for scheduling, deadlocks, memory management, synchronization, system calls.

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | 1. Describe and explain the fundamental components of a computer operating system |
| CO2 | 2. The course will cover an introduction on the policies for scheduling, deadlocks, memory management, synchronization, system calls. |
| CO3 | 3. To learn the mechanisms of OS to handle processes and threads and their communication. |
| CO4 | 4. To learn the mechanisms involved in memory management in contemporary |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					3	3	
CO 2				3		3	2	
CO 3	2	3				3		
CO 4		2						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Operating System:	Introduction to Operating system, Operating system services.	B.N. 1
2			Multiprogramming, Time sharing system	B.N.2
3			Storage structures, system calls.	
4			Multiprocessors system	B.N.2
5			Device management, device drivers.	B.N.2
CO: 1				
LO: Students learned about different types of operating system and their advantages.				
6	2	Process Concept and CPU Scheduling:	Process Concept and CPU Scheduling	B.N.2
7			Scheduling Criteria	
8			Scheduling Algorithms	B.N.2
9			Algorithm Evaluation	B.N.2
CO: 1				
LO: Students learned about different types of scheduling algorithms and their advantages.				
10	3	Inter Process Communication	Inter Process Communication	B.N.2
11			Precedence Graphs	B.N.2
12			Critical Section Problem	B.N.2
13			Semaphores	
14			classical problem of Synchronization	B.N.2
CO: 2, 3				
LO: Students learned concept of Inter process communication and classical problem of Synchronization.				
17	4	Deadlock Problem:	Deadlock Characterization	B.N.2
18			Deadlock Prevention	
19			Deadlock Avoidance	

20			Deadlock Detection	
21			Recovery from Deadlock	
22			Methods of Deadlock Handling	
CO: 2,				
LO : Students learned methods of Deadlock Handling. How to detect, prevent and avoid deadlock and how to recover from it.				
23	5	Concept of memory management:	Logical and Physical address space, swapping.	B.N. 2
24			Contiguous and non-contiguous allocation	B.N. 2
25			Demand paging	B.N. 2
26			Page replacement algorithms.	
CO:2,4				
		LO: Students learned how to manage memory. Contiguous and non-contiguous allocation, demand paging and algorithms.		

VI: Book References:

1. Operating System by Deitel.
2. Operating System concept by A. Silberschatz and P. Galvin.
3. Operating System by William Stallings.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Operating System Fundamentals			
BCA 205 – IInd Sem			
Goal : Students are able to understand the fundamental components of a computer operating system. The operating system responsibility of memory management, Process scheduling, Synchronization etc.			
Objective: To understand fundamental components of a computer operating system and policies for scheduling, deadlocks, memory management, synchronization, system calls.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of operating system. The Role of operating system of memory management, Process scheduling, Synchronization etc.	% Students having the basic concept of operating system. The Role of operating system of memory management, Process scheduling, Synchronization etc	% Students having the basic concept of operating system. The Role of operating system of memory management, Process scheduling, Synchronization etc.	% Students Need More Efforts to understand the basic concept of computer operating system. .

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 10
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, SCHOOL OF COMPUTERS (SOC), INDORE**Lesson Plan****Subject: Problem solving and programming through c –II****Session Jul-Dec****Class: BCA - II Sem**

I: Objective of course: The objective of this course are to make the student understand the programming language ,programming concepts of loops ,reading a set of data , stepwise refinements , Function, control structure& arrays. After completion of this course the students is expected to analyze the real life problems & write a program in ‘c’ language to solve problem. The main emphasis of the course will be on problem solving aspect that is, developing proper algorithms.

II: Examination: The external examination will be of 50 marks. The question paper will contain question equally distributed in all units. The balance of paper will be maintained by including appropriate numerical/objective/conceptual/analytic/theoretical) combination of subsection in each question.

III: Course Outcomes (CO):

- CO1 Understand modular programming.
- CO2 Access values by address and dynamic memory allocation.
- CO3 Understand about data storing in files
- CO4 Understand GUI programming.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			3			2
CO 2						2	3	
CO 3				2				2
CO 4	2		2	3		3	2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference	
1	1	Functions	Definition, declaration, calling & use.	B.N. 2	
2			Passing values b\w function, scope rule of function.	B.N. 2	
3		Advanced feature of functions	call by value, call by reference,	B.N. 4	
4			macro verses function	B.N. 2	
5			Recursion, need of recursion,	B.N.2	
6			Types of recursion	B.N.2	
CO: 1					
LO: understand module based programming					
7	2	Pointer	Definition & declaration, pointer assignment, pointers & 2D array	B.N.4	
8			pointer & arrays, passing entire array to function	B.N.4	
9			pointers array, pointer to array	B.N.4	
10			array of pointer to string	B.N.6	
11			Pointer to structures, use of pointer,	B.N.6	
12			malloc(), calloc() library function	B.N.4	
13		Union	Union definition & declaration, accessing a union member	B.N.4	
14			union of structures	B.N.4	
15			uses of union	B.N.5	
16			use of user defined data types	B.N.5	
CO:1,2					
LO: Way to access data in real time					
17		Console I/O function	Formatted console I/O function	B.N.4	
18			Unformatted consol I/O functions.	B.N.5	
19		Disk I/O function	File opening modes	B.N.5	
20			writing, closing files(fclose)	B.N.5	
21			formatted disk I/O function	B.N.5	
22			text verses binary mode	B.N.5	
23			record I/O in files	B.N.5	

24	3		a file copy program, using argc, argv,	B.N.1
25			detecting error in reading & writing	B.N.5
26			I/O redirection in DOS.	B.N.1
27			Practice	
28			practice	
CO:3				
LO: handle records in file				
29	4	Components of VDU	Display Adapters, Display Screens (monitor)	B.N. 3
30			Video Display modes, resolution	B.N. 3
31		Text or Graphics	Color in text in modes	B.N. 3
32			color in graphic mode	B.N. 3
33			video pages	B.N.3
34			Writing to VDU memory in text mode.	B.N.3
35			Programs based on above	B.N. 3
CO:4				
LO: learn basics of graphics				
36	5	Graphic programming	lines, stylish lines	B.N. 3
37			drawing & filling images	B.N. 3
38			patterns with differences	B.N. 3
39			Filling regular & nonregular shapes	B.N. 3
40			outputting text, justifying text	B.N. 3
41			A bit of animation, system matrices.	B.N. 3
42			practice	B.N. 3
CO:3,4				
LO: How to plan graphics elements on to screen.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Programming in 'C' Balaguruswami
2. Programming & problem solving through 'C'.(Elsevier)
3. First course in Programming with 'C', T.Jeyapoovan(VIKAS)
4. The C programming Language by Brian W Kernigham and dennis M Ritchie
5. Practical C programming, 3rd edition (anetshell handbook) O'Reilly
6. Computer Programming and IT (for RTU) by Ashok N Kamthane et. al, Pearson Education, 2011

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

VIII: Rubric for practical Assessment			
Subject: Programming and problem solving through c II			
BCA II Sem			
Goal: Students analyze problems and make programs to solve these problems.			
Objective: Students learn programming techniques and develop base for other programming languages.			
20-25 Marks	15-20 Marks	10-15 Marks	05-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students can work on collection of data and organize it.	% Students having logical skills to take decisions and program further.	% Students having understanding about basic constructs of programming.	% Students Need More Efforts for programming.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 25	Final practical Marks Out of 25
Presentation Out of 5	Practical Out of 5	Assignment Out of 5	VIVA Out of 5	Practical written Out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: statistical methods part II:****Class: BCA-202 - II Sem****I: Objective of course:** The objective of this course is to introduce the concept of statistical methods and its application**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

- CO1 Perform Test of Hypothesis as well as calculate confidence interval for a population parameter for single sample and two sample cases.
- CO2 Understand the concept of p-values.
- CO3 Learn non-parametric test such as the Chi-Square test for Independence as well as Goodness of Fit
- CO4 calculate confidence interval for a population parameter for single sample and two

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3			3	3	2	2
CO 2			3	3	2			
CO 3		3	2				3	
CO 4	3			2		2		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Estimation theory	Introduction of an Estimator	B.N. 3
2			Point and interval Estimator	B.N.3
3			Properties of a good Estimator	B.N.3
4			Method to find Maximum likelihood estimator	B.N.3
5			Numerical based on maximum likelihood estimator	B.N.2
6			Cramer rao inequality	B.N.2
7			Different examples	B.N.2
CO: 1				
LO: After the course students will able to apply appropriate estimators – including linear, least squares, maximum likelihood, and method of moments estimators – after considering estimation accuracy and complexity requirements				
8	2	Testing of hypothesis:	Introduction simple and composite hypothesis	B.N.1
9			Null and alternative hypothesis	B.N. 3
10			Type first and second error	B.N.2
11			Numerical based on type first and second errors	B.N. 3
12			Neymann pearsons lemma	B.N. 3
13			Numerical based on neymann pearsons lemma	B.N. 3
14			Some more examples on power of the test	B.N. 3
CO:2				
LO: Make a decision using p-value and draw an appropriate conclusion and student will get to know what is type 1 and type 2 error				
15	3	Student t test, f test and Chi square test	Introduction of chi square distribution	B.N.1
16			Constants of chi square distribution	B.N.1

17			Application of chi square distribution	B.N.1
18			Chi square test for goodness of fit, and chi square test for independence of attributes	B.N.1
19			Introduction of student t test. And numerical based on t test for single mean	B.N.2
20			Numerical based on t test for difference of means	B.N.2
21			Numerical based on paired t test	B.N.2

CO: 3

LO: After successfully completing this module, the student will be able to Explain and use the standard normal distribution and use of the t distribution

22			Introduction of non parametric test.	B.N.2
23			Methods to find sign test for single mean and paired sample	B.N.1
25	4	Non parametric test	Methods to find sign rank test for single mean and difference of means	B.N.1
26			Introduction of run test	B.N.1
27			Numerical based on run test	B.N.1
28			Median test and numerical based on that.	B.N.1

Co4

After this module students will be able to understand what is sign test

29		“ analysis of variance	Introduction of “ANOVA”	B.N. 2
30	5		One way classification and numerical Based on this	B.N. 1
31			Two way classification and numericals	B.N. 2
32			Lattin square design and numerical s based on them	B.N. 2

Co5

LO: after this module student will Understand what ‘ANOVA’ stands for, and why

VI: Book References:

1. Fundamental of Statistics Vol. 1 M. Goon, B. Dasgupta, M.K. Gupta, The world press pvt. Ltd..
2. Mathematical Statistics by J. N. Kapoor & H.C. Saxena , S. Chand & co.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance

VIII Rubric for Internal Assessment

Subject: **statistical methods**

BCA II Sem

Goal : The **study of statistical methods** focus on statistical sampling , and emphasizes the structure and behavior of sample and population There are a fundamental relationship between null hypothesis alternative hypothesis and calculated values and tabulated values

Objective: The objective of this course is to introduce the concept of statistical methods..

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Practical marks 50
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Accounting and Financial management****Class: BCA-304 - III Sem****I: Objective of course:** The objective of this course is to introduce the concept of Accounting and Financial Management.**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

- CO1 Acquaintance with the basic concept of Financial Accounting , Financial Management and Cost Accounting..
- CO2 Preparation of financial statements in accordance with Generally Accepted Accounting Principles
- CO3 Develop critical thinking skills to analyze financial data as well as the effects of differing financial accounting methods on the financial statements
- CO4 Demonstrate the ability to communicate accounting data effectively, as well as the ability to provide knowledgeable recommendations

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2	3	1	2
CO 2	2	3	2		3			
CO 3		3	3		2	2	3	3
CO 4		3	3	2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of accounting and book keeping	Introduction to Accounting, Book Keeping, Basic Accounting Concepts & Fundamental Conventions.	B.N. 1
2		Concepts of double entry system, basic knowledge of accounting process (journal)	Journal and Types of Entries	B.N.2
3			Numerical Questions	
4			Ledger ,-Practical Questions	B.N.2
5			Trial Balance-Practical Questions	B.N.2
CO: 1				
LO: Describe the conceptual framework of accounting, : Understand the accounting concepts, principles, standards, and processes				
6	2	Practical system of accounting:	Concept of cash book, sales and Purchase book	B.N.1
7			Bills of Exchange	
8			Bank Reconciliation Statement	B.N.2
9			Numerical Questions	
CO: 1				
LO: Understand various subsidiary books and and reconcile cash books with pass book by preparing BRS				
10	3	Preparation of final statements and Depreciation	Theory of Final Accounts.	B.N.1
11			Income statement-Trading and P&L Account	B.N.1
12			Position Statement-balance sheet	B.N.1
13			Adjustment Entries	
14			Depreciation and its importance in Decision making	B.N.2
15			SLM and WDV Method	B.N.2
16			Practical questions	B.N.2
CO: 2, 3				
LO: Demonstrate the recording of business transactions, preparing accounting adjustments, construct financial statements, and close the books for the accounting period in accordance with Generally Accepted Accounting Standards. Depreciation and its various methods				
17	4	Cash flow and Fund flow	Understanding cash flow statement	B.N.2

18		statement; Ratio Analysis	Numerical Questions	
19			Fund Flow statement-	
20			Numerical questions	
21			Ratio Analysis-	
22			Numerical questions	
CO: 1,3				
LO: Analysis of Financial statements with the help of financial Ratios				
23		Introduction to cost accounting ;	Elements of Cost & Classification of Costs.	B.N. 9
24	5	Cost determination	Direct and Indirect Cost	B.N. 9
25			Cost centers and cost units	B.N. 9
26			Behaviour of Cost	
CO:1				
LO: Understand the cost concepts and classifications				

VI: Book References:

1. Reddy TS and Han Prasad Reddy-Financial and Management Accounting
2. Financial Management –Prasanna Chandra
3. Myddelton-The essence of Financial Management-Prentice Hall of India
4. Vanhorne-Fundamentals of Financial Management- Prentice Hall of India
5. Accounting Principles by Robert Anthony
6. Advance accountancy by RI Gupta
7. An Introduction to Accounting by Maheshwari S.N.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric For Internal Assessment				
Subject: Accounting and Financial management				
BCA III Sem				
Goal: The goal of this course is to provide an introduction to the theory and practice of Accounting and Financial Management.. Students develop the ability to prepare and analyze increasingly complex financial statements. Topics include an overview of corporate financial reporting, transaction analysis, and accounting entries; double-entry accounting systems; merchandising and inventory; internal control, cash, and receivables; long-lived assets and current liabilities; financial reporting concepts and accounting for partnerships; corporations; long-term liabilities; cash flow statement; investments; and financial statements analysis.				
Objective: The objective of this course is to introduce the concept of Accounting and Financial Management.				
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks	
Students	Students	Students	Students	
Outstanding	Accomplished	Meets the Criteria	Need Improvement	
23% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of Accounting and Financial Management for Managerial Decision Making.	52% Students having the basic concept of Financial, Cost, and Management Accounting and understanding of Accounting for Managers for Decision Making.	20% Students with the basic concept of Financial Accounting and Financial Management.	5% Students Need with More Efforts for Solution and, Basic Accounting. of Accounting & Financial Management	5% Students Basic

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan**Subject: communication skills****Class: BCA-306-III Sem****I: Objective of course:** To introduce the concept of communication skills.

II: Examination: The internal examination will carry 20%marks i.e.05 marks. The external examination will be of 80% marks i.e. 20 marks .The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/ Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- CO1 Recognized different styles of communication and how to improve understanding and build rapport with other.
- CO2 Appreciated the role of body language and voice tone in effective communication.
- CO3 Gaining active listening and responding skills.
- CO4 Communicated their message in an effective and engaging way for the recipient.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO7	PO8
CO 1	3		33	3	3		3	
CO 2				1		3	1	
CO 3		3	2		2			2
CO 4	2	2		2		2	2	

V: Session Plan:

[Type text]

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Fundamentals of Communication	Definitions, importance, forms of communication, process of communication, channels, barriers and strategies to overcome barriers of communication. Listening (PPP): Def, Importance, Benefits, barriers, approaches, be a better listener.	B.N. 1
2				
3				
4				
5				
6				
7				
CO: 1				
LO: student will be able to Understand the process of communication and its effect on giving and receiving information.				
8	2	Advance Communication	Why communication? Art of communication, V3 communication, Key elements of IP communication, Quizzes.	B.N. 1,3
9				
10				
11				
CO: 2				
LO: student will be able to learn the importance of communication and learn how to communicate and importance element of ip communication will become expertise in quizzes.				
12	3	Group Discussions	Definitions, importance, process, points to be borne in mind while participating, Dos and Don'ts. Practice- if time permits or to be covered in PDP. Interview (PPP) Types of Interviews, Points to be borne in mind as an interviewer oran Interviewee, commonly asked questions.	B.N. 1,3
13				
14				
15				
16				
17				
18				
19				
20				
21				
CO: 1,2				
LO: Student will be able to learn communicate and facilitate effective group interactions. And they have				

[Type text]

learned Identify and select the basic qualities of an **interview**. Evaluate interviewees.

learned Identify and select the basic qualities of an interview .Evaluate interviewees.				
22	4	Transactional Analysis	Transactional analysis, Johari Window, FIRO-B (PPP) Written Communication: Cover letter, Report writing, documentation, business correspondence, preparation of manuals and project reports, Drafting emails.	B.N. 1,2
23				
24				
25				
26				
27				
28				
CO: 1,4				
LO: Students will understand the role of drafting, revising, presenting, and receiving, processing, and using feedback as important parts of the writing process.				
29	5	Negotiation Skill	Basic principles, Building understanding, process of negotiation, essentials of negotiations. Contemporary Communication Styles, technology enabled communication.	B.N. 1,3
30				
31				
32				
CO: 2,4				
LO: student will understand how the negotiate in communication in any organization.				

VI: Book References:

1. Business Communication by ICMR, Feb 2001.
2. Toropov Brandon (2000), "Last Minute Interview Tips", Jaico Publishing House, Mumbai.
3. Heller Robert (1998), "Essential DK Managers: Communication Clearly" Dorling Kindersley, London.

1.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.

[Type text]

6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assessment

Subject: communication skills

BCA III Sem

Goal : student develop the ability to prepare and analyze and increasing communication skills. Topics may be include in overview such as listening., barriers to communication, presentation speech, advance communication, written communication and oral communication, negotiation skills, letter, resume, report.

Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization

8-10 Marks	06-08 Marks	04-06 Marks	00-04 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%Student having the a lot of knowledge about the communication skills, like presentation, speech, report, letter and so on.	% student having the basic concept of communication skills. And understanding of how to communicate.	% student having understanding communication skills.	% student Need More efforts for solution and basic concept of communication.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

[Type text]

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Data Structure using C++****Class: BCA -III Sem****I: Objective of course:** To introduce the concept of Data structure in which study algorithms and complexity.**II: Examination:** The examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/ Theoretical) combination of sub section in each question**III: Course Outcomes (CO):**

- CO1 Understand data arrangement and program run time.
- CO2 Understand problems and implement solutions stepwise
- CO3 Understand which data structure is used according to the requirements
- CO4 Implements better approach to solve a problem

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		3	3	3	2	2	2
CO 2		2	2		2	3	3	
CO 3	3			3				3
CO 4	2	3	2	3		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Data structure and types of variable	Static variable dynamic variable	B.N. 1
2			Representation and address calculation of single and multidimensional array in memory	B.N.2
3,			Pointers, sparse matrix representation	B.N. 1, B.N.2
4			Time and space complexity of algorithm.	B.N.3
CO: 1				
LO: understand benefits of data structure and need of data structure				
5	2	Stack Data structure	Representation of stacks	B.N.3
6			Operation on stacks	B.N.2,B.N.3
7			multiple stacks	B.N.2
8			Infix and post fix notations	B.N.1
9			Exchanging the value of two stacks,	B.N.2
10			Application of stacks	B.N.2
11			Recursion techniques and expression evaluation.	B.N.1
CO: 2				
LO: understand behavior of Stack and where it is use.				
	3	Queue Data structure	Representation of queues	B.N. 3

12			Operation on queues	B.N. 4
13			Multiple queues	B.N.2
14			Circular queues, D queues	B.N.2
15			Application of queues	B.N.2
			Link List	B.N.1
16			Singly Link list	B.N. 4
17			Doubly link list	B.N.3
18			Circular link list	B.N.1
19			Generalized lists,	B.N.2
20			List traversal.	B.N.4
21			Problem solving with dynamic storage management	B.N. 2
22			Insertions and deletion algorithms	B.N. 1
CO: 3				
LO: understand limitation of static and dynamic data structure				
23			Basic concept and definitions	B.N.1
24			Basic operation on binary trees	B.N.2
25			Tree search and Insertion	B.N.4
26			Tree deletion	B.N. 2
27			Balanced tree	B.N.1
28			Balanced tree Insertion and Deletion	B.N.2

29			B-tree	B.N.3
30			Graphs Basics	B.N.2
31			Representation.	B.N.4
32			Hash table, Hash techniques	B.N. 2
33			Traversal and Applications	B.N.1
CO: 4				
LO: Able to find out maximum profit and minimum distant in real life application				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Algorithm + data structure = Program by Niklaus Wirth Prentice Hall Publishers
2. Data structure using C Robert Kruse
3. Data structure with C++ by Drozdek
4. Data Structures-Lipschutz, Schaum's Outline Series

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric For Internal Assessment			
Subject: Data Structure Using C++			
BCA III Sem			
Goal : The goal of this course is to provide an introduction to the theory and practical of data arrangements and operations on that data. This will create to developed new concepts.			
Objective: understand various types of data model .how to efficiently data can manage in memory.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having the basic concept of data structure and various types of algorithms with complexity	% Students having the basic concept of memory management in run time memory	% Students having understanding about data structure.	% Students Need More Efforts for algorithms and complexity.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 25	Final Internal Marks Out of 25
Presentation Out of 2.5	Quiz Out of 2.5	Assignment Out of 10	VIVA Out of 5	Internal Out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Digital Computer Electronics****Class: BCA-303 - III Sem****I: Objective of course:** To introduce the concept of digital electronics.**II: Examination:** The examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/ Theoretical) combination of sub section in each question**III: Course Outcomes (CO):**

- CO1 To acquire the basic knowledge of digital logic levels and application of knowledge to understand digital electronics circuits.
- CO2 It introduces the fundamentals of digital arithmetic and programmable logic.
- CO3 To prepare students to perform the analysis and design of various digital electronic.
- CO4 The ability to understand, analyze and design various combinational and sequential circuits.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2	2				3	2
CO 2	2	2	2			2	3	
CO 3			3	2	2	2	3	2
CO 4		2	2	2			3	3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of Number System and their operations	Introduction to Number System and their conversions..	B.N. 1
2		Binary Operations	Binary addition	
3			Binary subtraction	
4			Binary multiplication	
5			Binary division	
6			Concepts of Codes	ASCII code	B.N.2
7		Grey Code		
8		Excess-3 code		B.N.2
9		BCD number		B.N.2
CO: 1				
LO: Students will be able to solve problems using binary numbers, hexadecimal and octal notation, and the representation of information using digital codes. Solve problems using computer arithmetic including signed number representations in 1's and 2's complement form				
10	2	Logic gates:	NOT, OR, AND GATES	B.N.1
11			NAND GATE	
12			NOR GATE	
13			XOR GATE	
14			XNOR GATE	
15			Boolean Algebra	B.N.1
16			De Morgan’s Theorem	B.N.2
17			Half adder and full adder	B.N.2
CO: 1,2				
LO:. Students will learn Application of logic to design and creation, using gates, to solutions to a problem. Use De Morgan’s Theorem to simplify a negated expression.				
18	3	Boolean functions & truth table	Concept of Boolean functions.	B.N.1
19			SOP, POS, minterms	B.N.1

20			Simplification of logical circuits	B.N.1
21			Karnaugh maps	B.N.1

CO:1,2

LO: Students will be able to compute Karnaugh Map to reduce Boolean expressions and logic circuits to their simplest forms

22	4	TTL, Circuits	Understanding TTL & circuits, circuits	B.N.2
23			Totem pole and open collector gates	B.N.4
24			Multiplexer	B.N.1
25			Demultiplexer	B.N.1
26			Encoder	B.N.2
27			Decoder	B.N.1

CO:3,4

LO: Students will learn the concept of TTL circuit, multiplexer, demultiplexer , encoder and decoder

28	5	Flip-Flop, Registers and Counters	Flip-Flop & their types	B.N. 3
29			Triggered	B.N. 3
30			Concept of Register and their types	B.N. 1
31			Define Counter & Types of Counter	B.N.1

CO:3,4

LO: Students will learn the concept of Sequential Circuits: Latches, Clock Signals and Clocked Flip-Flops, State Diagrams, Tables, and Machines. Design and implement various combinational and sequential circuits.

VI: Book References:

1. Digital Computer Electronics by Malovino and Brown McGraw Hill
2. Digital Fundamentals by Basavraj B. Vikas Publishing House (New Delhi)
3. Digital computer Fundamental by Thomas C Bartee. , 6th edition, Mc Graw Hill 1986.
4. Digital Systems- Principles and Design, Pearson Education, 2007.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
5. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assesment			
Subject: Digital Computer Electronics			
BCA III Sem			
Goal : Students develop the ability to prepare and analyze advancement of the theory and practice of Computer Science, Electronics and Technology, information processing and related arts and sciences for the service of mankind and the advancement of general welfare.			
Objective: Students gain understanding of the Digital Computer Electronics, To become familiar with how digital information is represented, stored, and manipulate.			
20-25 Marks	15-20 Marks	10-15 Marks	00-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Digital Computer and further to develop understanding of Gates, Flip-flop, and making circuits.	% Students having the basic concept Digital Computer and further to develop understanding of Gates, Flip-flop, and making circuits.	% Students having understanding about Digital computer and circuits.	% Students Need More Efforts for Solution and Basic Concept of Digital computer.

IX: Scheme of Practical Marks:

Class Participation			Internal Assessment		Total 25	Final Practical Marks Out of 25
Presentation Out of 05	Written exam Out of 05	Assignment Out of 05	VIVA Out of 05	Practical Out of 05		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Differential equation****Class: BCA - 301 III Sem****I: Objective of course:**

The objective of this subject is to familiarize students differential equation and types of differential equations ,solving various s types differential equations and Identifying kind of differential equation.

II: Examination:

The internal examination will carry 20% marks i.e. 10 marks .The internal examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units .The balance of the paper will be maintained by including appropriate combination of sub section in each question.

III: Course Outcomes (CO):

CO1: Solve the problems choosing the most suitable method.

CO2: Apply the fundamental concepts of Ordinary Differential Equations and Partial Differential Equations and the basic numerical methods for their resolution

CO3 : Understand the difficulty of solving problems analytically and the need to use numerical approximations for their resolution

Co4: Apply series solutions to ordinary differential equations

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					3		2	
CO 2	2	3	2		2		2	1
CO 3	3	1	2		2	3		3
CO 4			3	3				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Differential equation of first order and first degree	Homogeneous differential equations.	D.C Agrawal.
2			Reducible to homogenous differential equation	D.C Agrawal
3			Linear differential equations	D.C Agrawal
4			Reducible to linear differential equations	D.C Agrawal
5			Exact differential equation	D.C Agrawal
6			Change of variables	D.C Agrawal
7			Differential equation solvable for p	D.C Agrawal
8			Solvable for x and y and clairauts equation	D.C Agrawal, H. K. Pathak
Assignment : Problems based on exact, homogenous, reducible to homogeneous diff. equations				
CO: 1				
LO:. Understand the concept of Homogeneous, Reducible to homogenous linear,Exact and solvable for p,x,y differential equation .				
9	2	Family of curves	Trajectories, Orthogonal Trajectories	D.C Agrawal, H. K. Pathak
10			Solving auxiliary equation with different types of roots	D.C Agrawal
11			Finding PI of various trigonometric and algebraic functions.	D.C Agrawal, H. K. Pathak
12			Finding PI of sum and product of functions	D.C Agrawal
13			Reducing differential equations to liner form	D.C Agrawal
Assignment : Problems based on finding CF, PI and reduction of diff equation to linear form				
CO: 3				
LO : Understand the concept of CF, PI and reducing the differential equation to linear constant coefficient form				
14	3	Linear differential equation of second order	Finding complete solution when an integral of C.F. is known	D.C Agrawal
15			Removal of first derivative	D.C Agrawal
16			Change of independent variable,	D.C Agrawal
17			Method of variation of parameters	D.C Agrawal
18			Simultaneous differential equations of first order	D.C Agrawal

Assignment : Problems based on simultaneous diff. equations, and variation of parameters, an integral of C.F. is known.				
CO: 3				
LO: Understand the concept of second order liner diff. equation and Simultaneous differential equations of first order.				
19	4	Initial and boundary value problem, Picard method and series solution	Initial value problems	D.C Agrawal
20			Picard method of Successive approximation	D.C Agrawal
21			Existence and uniqueness theorem	D.C Agrawal ,& H. K. Pathak
22			Series solution for regular singular point	D.C Agrawal
23			Series solution for iregular singular point	D.C Agrawal
Assignment- Problems based on Picard method , series solution				
CO: 4				
LO: Understand the concept of initial and boundary value problem, Picard method and series solution				
24	5	Partial differential equations	Formation of partial differential equations of first order	D.C Agrawal
25			Lagranges method	D.C Agrawal
26			Standard forms	D.C Agrawal, H. K. Pathak
27			Charpit method	D.C Agrawal
28			Linear partia diff.equation of higher order with constant coefficient	D.C Agrawal H. K. Pathak
Assignment- Problems based on Lagranges Method, Charpit method and partial diff equaions				
CO: 2				
LO:. Understand concept of partial differential equations, Lagranges form, Charpit form, Standard form				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1.A text book of Differential equation by Dr. H.K.Pathak, & D.C. Agrawal– (shikha sahitya prakashan)
2. A text book of Differential equation by N.M. Kapoor Pitambara Publication NewDelhi
3. A text book of Differential equation by S.N. Agrawal Yougbohd prakashan Raipur
- 4.Ordinary differential equation by Gundddhar Paria,Scholar Pub.Indore

VII: Note:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on the aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:Differential Equations			
BCA III Sem			
Goal : Students develop the ability to understand the concept of degree and order of differential equation ,must recognize differential equation of first order and first degree and first order and higher degree, differentiate between initial and boundary value problem,will differentiate CF and P.I.and identify partial differential equation.			
Objective: Student must be able to find order and degree of a differential equation, will be able to solve homogeneous, linear diff equations, higher order linear differential equation, can find CF and PI of various algebraic and trigonometric functions , be able to find series solution of differential equaton,can solve boundary and initial value problems and will solve partial differential equations.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
student	student	student	student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students recognizes, solve all types of diff.equations	Student recognizes diff equations, solve first order differential equation, and second order diff equation	student can recognize and find solution of first order differential equation	Students can not recognize type of differential equation

IX: Scheme of internal marks

Class Participation	Internal Assessment	Total 10	Final Internal Marks Out of 10
Presentation and assignment of 5	Class test 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: OBJECT ORIENTED PROGRAMMING THROUGH C++****Class: BCA-302 - III Sem****I: Objective of course:** The objective of this course is to introduce the concept of object oriented programming through C++.**II: Examination:** The examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/ conceptual/Analytical/ Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

- CO1 This course describes the procedural and object oriented paradigm with concepts of streams, classes, functions, data and objects.
- CO2 It aims students to be familiar with using C++ functions and the concepts related to good modular design.
- CO3 It aims students to be able to build C++ classes using appropriate encapsulation and design principles.
- CO4 The ultimate goal is to make students a good programmer.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO6	PO7	PO8
CO 1	3		2		2		2	
CO 2	2		3		2			
CO 3		2		3		2	2	3
CO 4				3		3		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction	characteristics of OOP's languages and application of OOP's	B.N. 5
2		OOP's paradigm & concepts	object, class, data abstraction	B.N. 5
3			data encapsulation, inheritance, and polymorphism.	B.N. 5
4			Static and dynamic binding, message passing	B.N.3
5			benefits of OOP's, disadvantage of OOP's.	B.N.3
CO: 1				
LO: Students are now able to differentiate between object oriented programming and procedural programming.				
6	2	C++ programming basics	data types, operator, type conversions	B.N.1
7		Control structure	if, if-else, Switch case	B.N.1
8			for	B.N.1
9			while, do-while	B.N.5
10		Jump statement	break, continue, go to, exit.	B.N.5
CO: 1,2				
LO: Students learned and revised their decision making skills using c++.				
11	3	Functions	Call by value, call by reference	B.N.3
12			exercise	
13		class	Defining classes and instances	B.N.3
14			constructors	B.N.3
15			Types of constructors	B.N.3
16			exercise	
17			destructor	B.N.5
18			Friend function	B.N.1
19			exercise	
20			Inline function	B.N.1
21			String handling function	B.N.3

22			exercise		
CO:2,4					
LO: Students learned to make programs with class.					
23	4	Data encapsulation	Encapsulation	B.N. 3	
24			Implementation	B.N. 3	
25			exercise		
26		Polymorphism	Operator Overloading	B.N. 5	
27			Operator Overloading exercise	B.N.5	
28			Function overloading	B.N.3	
29			exercise	B.N.3	
30			Virtual functions	B.N.5	
31			exercise		
CO: 2,3,4					
LO: Students learned to apply the concept of overloading.					
32	5	Inheritance	Basics	B.N. 1	
33			Inheritance and protected members	B.N.3	
35			Inheriting multiple base classes	B.N.3	
36			Exercise		
37			Pure virtual functions	B.N.5	
38		Data abstraction	Abstract class	B.N.5	
39			exercise		
40			Try –catch	B.N.3	
41			Multiple catch	B.N.3	
42		Exception handling	Handling derived class exception	B.N.5	
43			Catching all exceptions	B.N.5	
44			exercise		
45			revision		
CO: 3,4					
LO: Students learned to make programs with more classes as well as handle errors.					

VI: Book References:

1. Object oriented programming with c++ by Balaguruswamy.TMH Publishing
2. C++ Primer, 3rd Edition, S.B.Lippman and J.Lajoie, Pearson Education.
3. The C++ Programming Language, 3rd Edition, B.Stroutstrup, Pearson Education.
4. OOP in C++, 3rd Edition, T.Gaddis, J.Walters and G.Muganda, Wiley DreamTech Press.
5. Object Oriented Programming in C++, 3rd Edition, R.Lafore, Galigotia Publications pvt ltd.
6. Computer Science, A Structured Programming Approach Using C++,B.A.Forouzan and R.F.Gilberg, Thomson

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for practical Assessment			
Subject: Object oriented programming through c++			
BCA III Sem			
Goal : Students learn concept of reusability of code and implement it. Also students make better programs using basic concepts of object oriented programming and they become a good programmer.			
Objective: Students develop modular programs and implement each concept like inheritance, encapsulation, abstraction as well as exception handling to make programs run in every situation.			
20-25 Marks	15-20 Marks	10-15 Marks	05-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of classes, inheritance, encapsulation and can handle small projects.	% Students having the basic concept of classes, inheritance, encapsulation.	% Students having understanding about class and object	% Students Need More Efforts for programming.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 25	Final practical Marks Out of 25
Presentation Out of 5	Practical Out of 5	Assignment Out of 5	VIVA Out of 5	Practical written Out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject:** Three dimensional coordinate geometry:**Class:** BCA-401 - IV Sem**I: Objective of course:** The objective of this course is to introduce the concept of three dimensional geometry

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

CO1	To familiarize the students with concept and applications Coordinate Geometry of Three Dimensions
CO2	To give the knowledge of geometry and its applications in the real world..
CO3	To make them aware that how they can communicate geometric ideas in the language of the mathematician
CO4	To familiarize the students with the fundamental theorems of Euclidean geometry

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	2			2	2	3	
CO 2			3	2				
CO 3		3	2		3	3	2	2
CO 4	3			3				3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic concepts of 3d geometry	Introduction To three dimensions geometry	B.N. 3
2			Introduction to plane and section formula	B.N.3
3			Numerical based on angle between two plans	B.N.3
4			Numerical based on direction cosine and direction ratios of a straight line	B.N.3
5			Introduction of straighy line in three dimensional geometry	B.N.2
6			Relation betwwn straight line and plane	B.N.2
7			Numerical based on angles between two lines	B.N.2
CO:1				
LO: after this unit student will able to Create complex solids and surfaces.				
8	2	The sphere:	Introduction of sphere	B.N.1
9			General equation of sphere	B.N. 3
10			Numerical based on centers and radius of sphere.	B.N.2
11			Touching spheres	B.N. 3
12			Tangent plane of sphere	B.N. 3
13			Tangent line and angle between two spheres	B.N. 3
14			Orthonormal spheres	B.N. 3
CO: 2				
LO: Student will be able to understand basic structure of sphere				
15	3	Conicoids	General equation of conicoid	B.N.1
16			Particular conicoid	B.N.1

17			Principal planes of conicoid	B.N.1
18			Introduction of ellipsoids	B.N.1
19			Tangent plane of ellipsoid	B.N.2
20			Normal of ellipsoid	B.N.2
21			Discussion on Some more examples	B.N.2

CO: 3

LO: After studying this course students will be able to obtain tangent lines and tangent planes at a point to a central Conicoid.

22			Introduction paraboloid and its general equation	B.N.2
23			Tangent plane of paraboloid	B.N.1
25	4	Paraboloid	Condition on a plane to be a tangent plane of paraboloid	B.N.1
26			Normal of paraboloid	B.N.1
27			Number of normal from a point to baraboloid.	B.N.1
28			Equation of diametral plane of a paraboloid	B.N.1

CO: 4

LO: After this lesson, Student will be able to find the area and Volumes of curves

29		Cone cylinder and	Introduction of cone and its general equation	B.N. 3
30	5		Equation of cone with vertex at origin and given guiding curve.	B.N. 3
31			Equation of right circular cone and equation of enveloping cone	B.N. 3
32			Introduction of cylinder and its general equation	B.N. 3

CO: 5

LO: After studying this, students will be able to explain the properties of a cylinder and Measure and determine the surface area of a cylinder

VI: Book References:

1. Coordinate Geometry of three Dimensions by G. Paria, Scholar Publishing House, Indore
- 2 Differential Equations, Fourier Series and Analytical Solid Geometry : P.R. Vittal.
3. Engineering Mathematics Volume 3: M. K. Venkataraman (National Publishing)

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject. 3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment

Subject: **Computer Organization and Architecture**

BCA V Sem

Goal : The **study of three dimensional** focuses on visulisation of basic structures of three dimension like cone cylinder , hyperboloid and ellipsoid , and emphasizes the structure and behavior of the system. ... There are a fundamental relationship between understanding the methods and excute them.

Objective: The objective of this course is to introduce the concept of Computer Organization and Architecture..

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Internal marks
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, DEPARTMENT OF COMPUTER, INDORE**Lesson Plan****Subject: Data & Network Communication****Class: BCA - 403 IV Sem****I: Objective of course:** To introduce the concept of data and network communication.

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical/objectives/conceptual/analytical/theoretical) combination of subsection in each question

III: Course Outcomes (CO):

- CO1** This course is to provide students with an overview of the concepts and fundamentals of data communication and computer networks.
- CO2** Familiarize the student with the basic taxonomy and terminology of the computer Networking area, Various types of networks (LAN, MAN, WAN and Wireless networks) and their protocols.
- CO3** How computer network hardware and software operate.
- CO4** Investigate the fundamental issues driving network design. Learn about dominant network technologies.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3						
CO 2	2		3	3	2		1	
CO 3					2	3	3	
CO 4	3				3	3		2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	“Data communication system.”	Data communication system, data communication links.	B.N. 1
2			character codes, digital data rates	B.N.1
3			serial data formats encoded data formats,	B.N.1
4			telephones systems	B.N.1
5			error detection & correction	B.N.1
CO:1				
LO: Students learned data communication system and links concept, data formats and error detection & correction.				
6	2	“Data Model.”	Model, data topologies	B.N.1
7			data switching, type of networks	B.N.1
8			networking medium twisted pairs, coaxial cable, optical fibers,	B.N.1,2,3
9			system network architecture SNA operating system.	B.N.1,2,3
10			Introduction to OSI & TCP/IP.	B.N.1,2,3
CO: 2				
LO: Study the basic taxonomy and terminology of the computer networking and enumerate the layers of OSI model and TCP/IP model				
11	3	“Limits of Communication.”	Limits of communication	B.N.1
12			RS449 interface standards,RS422 & RS423	B.N.1
13			F5K & V0 modems, multiplexing methods	B.N.1
14			sampling theorem and quantization,	

15			delta modulation, digital T carrier, CODEC	B.N. 1,3,4
CO: 2,3				
LO: Learned interface standards , multiplexing methods, sampling theorem and quantization.				
16	4	“Data Network Protocols.”	Data link protocol,	B.N. 1,2,3
17			character oriented protocol &	B.N. 12,3
18			bit oriented protocol	B.N. 1,
19			network architecture protocols,.	B.N. 1,2,3
20			Ethernet & token ring	B.N. 1
21			Practical Questions LAB	B.N. 4
22			Assignment- Based on Numerical and questions.	B.N. 1,4 ,5
CO:2,3				
LO: : Students able to classify the various protocols and IP addresses for the given network.				
24	5	Integrated services & routing protocols, B-ISDN, DSL& ATM, and Internet	routing protocols	B.N. 1,3
25			B-ISDN	B.N. 1,2,5
26			OSI Model Layers	B.N.1,2,3
27			TCP model & IP Protocol	B.N. 1,3
28			bit oriented protocol	B.N. 1,2,3
29			Character oriented Protocol	B.N. 1,3
30			Assignment- Based on Numerical/Practical’s	B.N. 1,2
31			SMTP,SNMP, Topologies for basic	B.N. 1,2,5
CO: 2,3,4				
LO: Students learned various Routing protocols and Analyze the features and operations of various application layer protocols such as Http, DNS, and SMTP...				

VI: Book References:

- 1.Data & Network Communication by Michael A. Miller
2. Understanding of Data Communication & Networks by William A. Shay.
3. Computer Network by Andrew S. Tannenbaum PHI, Fourth Edition.
4. Computer Networking Problems and Solutions: Aninnovative approach to building resilient, modern networks.
5. Computer Networks and **Internets** (6th Edition)

VII: Notes: 1. There will be individual assignment, presentations and group assignments.

2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Internal Assessment			
Data & Network Communication			
BCA IVsem 403			
Goal : The goal of this course is to provide an introduction to the theory and practice of data and network communication Resource and load sharing Programs do not need to run on a single machine Reduced cost Several machines can share printers, tape drives, etc. High reliability If a machine goes down, another can take over Mail and communication.			
Objective: The main objective of data communication and networking is to enable seamless exchange of data between any two points in the world. This exchange of data takes place over a computer network. Data refers to the raw facts that are collected while information refers to processed data that enables us to take decisions.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having the basic concept of Data network communication and they able to direction and flow of data pack in network and connection establishment between two or more device in short and long distance students create a telephone working with the help of hardware and software and proceed it .	% Students having the basic concept of data network communication student understanding how to data send on internet, and .define a well of features of data network communication.	% Students having understanding about Data Network and Communication.	% Students Need More Efforts for understand of Basic Concept of Data Network and communication.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Database Management System****Class: BCA-402 - IV Sem****I: Objective of course:** The objective of this course is to introduce the concept of Database Management System.**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks .The external examination will be of 80% marks i.e.40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (Conceptual/Practical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

CO1	Define the terminology, features, classifications, and characteristics embodied in database systems. Differentiate database systems from file system . Demonstrate an understanding of the data model.
CO2	Analyze an information storage problem and derive an information model expressed in the form of an entity relation diagram and other optional analysis forms, Demonstrate an understanding of the relational data model.
CO3	Transform an information model into a relational database schema and to use a data definition language and/or utilities to implement the schema using a DBMS. Formulate, using SQL, solutions to a broad range of query and data update problems.
CO4	Demonstrate an understanding of normalization theory and apply such knowledge to the normalization of a database .Oracle tools ,security, Codd's Rules

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	Po1	Po2	Po3	Po4	Po5	Po6	Po7	Po8
Co1	3	3	2	3	2	2	3	1
Co2	3	2	2	2	2	3	3	1
Co3		2	2	2	3	3	3	2
Co4	3	2	3		3	3	2	1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic of Database System	Purpose of DBMS, Advantages and Disadvantages of DBMS	B.N. 1
2		View of data, data models, Overall system structure	Physical model, logical model, Relational model	B.N.2
3			Hierarchical model, network model. Object oriented model	
4			Database languages, Architecture of DBMS	B.N.2
5			Database administrator, database user	B.N.2
CO: 1				
LO: Describe the conceptual framework of Database System: Introduction of DBMS, Concepts, and Characteristics.				
6	2	Entity Relationship Model	Entity relationship model: basic concepts, mapping constraints	B.N.1
7			Weak and Strong Entities	
8			Reduction of ER diagram into tables	B.N.2
9			Keys concept	
10			ER diagram question	
CO: 1,2				
LO: Understand the concept of Entity Relationship Model(ER-Diagram)				
11	3	Structured Query Language	Basic structure of SQL	B.N.1
12			Data Definition Language	B.N.1
13			Data Manipulation Language	B.N.1
14			Set operations ,Aggregate operation on SQL	
15			Sub Queries	B.N.2
16			DCL and TCL	B.N.2

17			QBE,QUEL languages	B.N.2
18			Practical Questions on SQL	
CO: 2, 3				
LO: Learn use of SQL to define a relational data model				
19	4	Relational Database Design and Normalization	Introduction of relational database ,Normalization	B.N.2
20			Decomposition ,Concept of Functional Dependencies	B.N.3
21			Full Functional Dependencies ,Join Dependencies	B.N.3
22			Normal Forms 1NF,2NF,3NF	B.N.3
23			BCNF,4NF,Multivalued Dependencies	
24			Integrity Constraints, Referential Integrity	
25			assertion, triggers, functions	
26			procedures, cursors	
27			Practical Question on Normalization	
CO: 3,4				
LO: Demonstrate and understanding of normalization theory and apply such knowledge to the normalization of a database				
28	5	Concept of RDBMS	RDBMS, characteristics of RDBMS	B.N.3
29			Codd’s 12 rules,	B.N.3
30			introduction to oracle tools, security	B.N.3
CO:3,4				
LO: Understand the concept of Codd’s 12 Rule. Also introduce Oracle Tools and Security Tools.				

I: Book References:

1. Database system concepts by A.silberschatz, H.F.Korth, and S.Sudershan 5th Edition McGraw Hill .
2. An introduction to database management system by Vipin Desai .
3. Modern database system by Mcfadden.
4. Database Management System by Alexis Leon.
5. C.J. Date “An Introduction to Database System”.
6. Elmasri & Navathe “Fundamental of Databas System.

VII: Notes:

1. There will be individual assignment.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Practical Exercise:

1. E-R diagram based on queries.
2. Structured Query Language (SQL): DDL, DML, DCL and TCL commands,
3. Queries based on SQL including set operations & aggregate functions.
4. Queries based on SQL including other operators like in operators, between operators, like operators, check operators.
5. Retrieve data from the table using SQL statement.
6. 6. Queries based on Quel & QBE(Query by example)

VIII Rubric for Internal Assessment			
Subject:Database Management System			
BCA IV Sem			
Goal : database management system is to provide a way to store and retrieve database information that is convenient and efficient. Management of data involves both defining structure for storage of information and providing mechanism for manipulation of information.			
Objective: Student understand the database design and creation . Emphasis is on data dictionaries, normalization, data integrity, data modeling, and creation of simple tables, queries, reports, and forms. Upon completion, students should be able to design and implement normalized database structures by creating simple database tables, queries, reports, and forms.			
20-25 Marks	15-20 Marks	10-15 Marks	0-10 Marks
Students	Students	Students	Students

Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Student having the basic concept of DBMS and understanding of RDBMS , generating and solving simple SQL queries.	%. Student having the basic concept of DBMS and understanding of RDBMS , generating and solving simple SQL queries	% Students having understanding about database management functions.	% Students Need More Efforts for Solution and Basic Concept of DBMS.

X: Scheme of internal ,Externals and Practical marks

Class Participation		Practical Assessment	Total External 50	Final Internal Marks Out of 10
Presentation Out of 5	Assignment Out of 5	VIVA Out of 25		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Digital Computer Organization****Class: BCA-404 - IV Sem****I: Objective of course:** To introduce the concept of digital Computer Organization.**II: Examination:** The examination will be of 50 marks. The question will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical/objectives/conceptual/analytical/theoretical) combination of subsection in each question.**III: Course Outcomes (CO):**

- CO1 This course provides the brief introduction of Computer Organization that helps students to learn the processing of the system
- CO2 It aims to provide the usage of different input and output devices
- CO3 it aims to provide how memory will be efficiently utilized and what are the different types of memory required at the time of processing
- CO4 it aims to provide different ways of processing the data

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3						2	2
CO 2	2			1		2		
CO 3		3	3		2	3		
CO 4		3	3	2		3	3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Computer	Introduction to Computer and it's block diagram.	B.N. 1
2		Microprocessor concept	Stored program Concept, Word length and processing speed of the Computer	B.N.1
3			User interface, Hardware/Software Concepts	
4			Microprocessor and Single chip microprocessor concepts	B.N.1
CO: 1				
LO: Students will learn the organization and architecture of computer				
5	2	Input & Output Devices:	Input Units	B.N.1
6			Output Units	
7			Floppy disk	
8			Hard disk	
9			keyboard, mouse, joystick	B.N.6
10			Scanner	
11			Printer	
12			Serial printer	
13			Letter quality printer	
14			Laser printers and graphics display devices	
15				Plotters
CO: 2				
LO: Student will learn input and output devices				
16	3	Types of Memory	Computer Memory: memory cell, memory organization.	B.N.1
17			Read Only Memory, Random Access Memory	B.N.1
18			PROM, EPROM, EEPROM	B.N.1
19			serial access memory, magnetic hard disk and floppy disk driver	
20			optical disk, program and data memory	B.N.6
21			magnetic tape drive, Cash memory, memory controller	B.N.6

22			memory management	B.N.6
CO: 3				
LO: To make students understand the basic organization of the memory hierarchy				
23	4	Distributed Processing	Distributed processing or multi processing	B.N.1
24			Batch processing	
25			Multi programming & multi user system	
26			Dumb and smart terminals	
27			Computer network, Local Area network	
28			Parallel processing, Central processing Unit	
CO:1,4				
LO: Student will learn different types of processing.				
29	5	Memory Management	Memory Management, U-Bits for virtual addressing scheme.	B.N. 6
30			I/O architecture: properties of simple I/O and their controllers	B.N. 6
31			Transfer of information between I/O devices, CPU and Memory	B.N. 6
32			Block transfer and worst mode of data transfer	B.N.1
33			Behavior of Cost Program control	B.N.1
34			Interrupted control information transfer.	
35			I/O processor, Interrupt controllers	
36			H/W and S/W interrupts	
37			Traps and exceptions	
38			DMA transfer	
39			DMA Controller, Cycle stealing	B.N.1
CO:3				
LO: student will learn memory management.				

VI: Book References:

1. Computer fundamental architecture and Organization by B. Ram
2. Computer Architecture and Organization, Nicholas carter, Scrum Series TMH Adaptation, 2nd Ed. 2010
3. Computer organization by Hayes.
4. Alex Leon & Mathews Leon, “Fundamentals of Information Technology”, Leon Tec world, 1999.
5. Vikas Gupta, “Comdex Computer Kit”, Wiley Dreamtech, Delhi, 2004
6. P. K. Sinha & Priti Sinha , “Computer Fundamentals”, BPB Publications, 1992.
7. V. Raja Raman, “Introduction to Computers”, PHI, 1998.
8. Alex Leon & Mathews Leon, “Introduction to Computers”, Vikas Publishing House, 1999.
9. Norton Peter, “Introduction to computers”, 4th Ed., TMH, 2001.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric For Internal Assessment			
Subject: Digital Computer Organization			
BCA IV Sem			
Goal : Students develop the ability to prepare and analyze advancement of the theory and practice of Computer Science, Electronics and Technology, information processing and related arts and sciences for the service of mankind and the advancement of general welfare.			
Objective: Students gain understanding of the Digital Computer Organization, To become familiar with how digital information is represented, stored, and manipulate.			
20-25 Marks	15-20 Marks	10-15 Marks	00-10 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% Students having the basic concept of digital computer organization and understanding about circuits and memory.	% Students having the basic concept of digital computer organization and understanding about circuits and memory .	% Students having understanding about digital computer organization.	% Students Need More Efforts for Solution and Basic Concept of digital computer organization.
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IX: Scheme of practical marks:

Class Participation			Practical Assessment		Total 25	Final Practical Marks Out of 25
Presentation Out of 05	Written exam Out of 05	Assignment Out of 05	VIVA Out of 05	Practical Out of 05		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Environmental Awareness****Class: BCA –406-IV Sem****I: Objective of course:** making.To introduce the concept of environment awareness.

II:Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical/objectives/conceptual/analytical/theoretical) combination of subsection in each question.

III: Course Outcomes (CO):

- CO1 Awareness To help the social groups and individuals to acquire knowledge of pollution and environmental degradation
- CO2 To provide every person with opportunities to acquire the knowledge, values, attitudes, commitment, and skills needed to protect and improve the environment.
- CO3 To provide social groups and individuals with an opportunity to be actively involved at all levels in environmental decision making
- CO4 To provide social groups and individuals with an opportunity to be actively involved at all levels in working toward resolution of environmental problems.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3		2	2	1		2	
CO 2	1	3	2			2	1	2
CO 3				3	3		2	3
CO 4		2	1		2	2		1

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Environment meaning, structure & type of environment, components of environment	Environment meaning, structure & type of environment	B.N 1
2			components of environment and society environment and resources	
3			Man environment relationship	
4			approach to study, man interaction with environment	
CO:1				
LO: student develop acquire awareness about immediate/wider surroundings through lived experiences on various themes related to daily life for example Family, Plants, Animals, Food, Water, Travel, and Shelter etc. Develop sensitivity for the natural, physical and human resources in the immediate environment.				
5	2	Environment Degradation	Meaning of degradation	B.N 1,2
6			process ofdegradation	
7			types of degradation	
8			cause of degradation	
9			religious & philosophical factors of deforestation agricultural development & degradation population growth & degradation	
10			urbanization & degradation modern technology & degradation	
CO: 1				
LO: To Environmental degradation, nearly all of them rooted in human technology. While some are the result of the unintended consequences of technological advancement, others are examples of humans becoming too successful and efficient at resource extraction. Here are some of the ultimate causes of environmental deterioration.				
11	3	Ecology	Definition of ecology & ecosystem	internet
12			Types of ecosystem components of ecosystem	
13			functions of ecosystem	
14			productivity & stability of ecosystems	

15			Environmental disasters: meaning & concepts, types of hazard & disaster maninduced & natural hazards global warming, ozone depletion,	
16			green house effect & other major environmental problem	
17			biodiversity	
CO: 3,4				
LO: Student they have learned biotic and biotic factors that are related to individual, population, community and ecosystem and defines the relationships between them.				
18	4	Environmental Pollution	Air, water, solid, noise pollution	B.N 1
19			Meaning, definition, source, types, adverse effects & methods of control	
CO: 2				
LO: The student will be able to Identify and discuss different kinds of pollution Identify and discuss sources of pollution. Discuss and explain why it is important to keep the environment free of pollution.				
20	5	Environmental Planning & Management	Concepts, aspects and Approaches,	B.N 1,4
21			resources management	
22			ecological Mgt.	
23			Biosphere Reserves, Management of wild life.	
24			Environmental Regulation and Rules: Vision of environment by Govt. of India	
25			Environmental Policy	
26			waste disposal rules and laws and legislation enacted by Parliament for environmental protection	
CO: 1,4				
LO:. Student will be able to Gain an understanding of the role of corporations and their responsibilities. Learn the role of corporate strategic and management planning in achieving sustainable outcomes;				

VI: Book References:

1. Environmental Geography by Savinder Singh.
2. Environmental Concept/Issue by Rupa And Com.
3. Environmental Rules and Regulation.
4. Environment Mgt. Vikas Publication by G.N. Prandey.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assessment			
Subject: Environmental Awareness			
BCA IV Sem			
Goal : student develop the ability to prepare and analyze. Topics may be include in overview such as environment education like attitude knowledge, awareness, skills, and, participation.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization			
8-10 Marks	06- 08Marks	04-06 Marks	00-04 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%Student having the a lot of knowledge about the environment awareness, ecology system, pollution, planning,etc.	% student having the basic concept of environment awareness.	% student having understanding introduction environment awareness.	% student Need More efforts for solution and basic concept of environment awareness.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

IPS ACADEMY, DEPARTMENT OF COMPUTER SCIENCE, INDORE**Lesson Plan****Subject: UNIX Operating System****Class: BCA–IV Sem****I: Objective of course:**

To introduce the concept of Unix Operating System, its features from other Operating system, utility command and shell programming.

II: Examination:

The faculty member will award marks of an external viva-voce and cases/practical problems will be of 50 marks. The end semester examination will be worth 50 marks having theory.

III: Course Outcomes (CO):

- CO 1. This course covers the features of the UNIX Operating system kernel, shell commands And scripts.
- CO 2. Master the ability to use a variety of common UNIX commands and utilities.
- CO 3. Master the ability to execute shell commands interactively and write shell scripts.
- CO 4. Be familiar with basic UNIX communications and networking commands.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2	2					1
CO 2	2		2		2			2
CO 3			2			2		2
CO 4		2	2		2			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Features of Unix os and commands	Unix operating system, background	B.N. 1,2,3
2			philosophy, help facility,	B.N. 1,2,3
3			The file system, structure of file system	B.N. 1,2,3
4			pwd, cd, ls, mkdir, cp, mv, rm commands.	B.N. 1,2,3
5			chmod, and its prepration	B.N. 1,2,3
6			Features of unixos	B.N. 1,2,3
A-1. First assignment				
CO: 1				
LO:Students understand UNIX OS fundamentals and basic commands, UNIX file system tree.				
7	2	Utility commands and Shell types	Utilities: more, file, wc, cmp, comm	B.N. 1,2,3
8			diff, lp, banner, cal, date, who, tty, stty commands.	B.N. 1,2,3
9			The Bourne shell: sh preceding a command by its own combining commands,	B.N. 1,2,3
10			pattern matching, echo, pipes	B.N. 1,2,3
11			tees, shell variables	B.N. 1,2,3
12			shell scripts.	B.N. 1,2,3
13			Shell programming	B.N. 1,2,3
A-2. Second assignment				
CO: 2				
LO:To learn general purpose utility command, filters in UNIX operating system and concept of shell and its type.				
14	3	Unix commands and advanced filter	Simple filters: pr, head, tell, cut, paste, sort, uniq, nl	B.N. 1,2,3
15			Advanced filters: grep, egrep, fgrep, sed	B.N. 1,2,3

16			tr, join, awk, filtering.	B.N. 1,2,3
17			The process: shell process, parent and children process status, system processes,	B.N. 1,2,3
18			multiple jobs and background, wait commands,	B.N. 1,2,3
19			pre mature termination of process, job execution with low priority,	B.N. 1,2,3
20			multiple jobs in foreground, shell layers, timing processes.	B.N. 1,2,3
A-3. Group assignment				
CO: 2				
LO:To understand pattern matching command like grep, pipe and echo and advanced filters like cut, paste, uniq commands andrun shell program.				
21	4	Introduction Shell programming	Communication and scheduling: bulletin board, message of day	B.N. 3
22			two way communication, insulation from the other users, address all users,	B.N. 3
23			delay, execute at later running jobs, periodically.	B.N. 3
24			Programming with shell: system variable, profile,	B.N. 3
25			conditional execution, script termination, if, case,	B.N. 3
26			while, until, for, set and shift statement.	B.N. 3
27			Shell programming exercise	B.N. 3
A-4. Presentations				
CO: 3				
LO:To learn programming in C along with use of control statement and decision statement and execute various shell programs.				
28	5	Unix user and security	System Administration: super user	B.N. 1,2,3
29			security, user services	B.N. 1,2,3
30			floppy disk, management operation,	B.N. 1,2,3
31			files system,	B.N. 1,2,3
32			administration backups.	B.N. 1,2,3

33			and Linuxos and its flavours and features	B.N. 1,2,3
A-5. Assignment				
CO: 4				
LO: To understand the inner workings of UNIX-like operating systems and Mathematical command in UNIX and system administration and user service.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

- 1 Maurice J. Bach, “Design of the Unix Operating System”, Third Edition,2000,PHI.
- 2 Sumitabha Das “ Unix concepts and Applications”
- 3 Y.Kanetkar “Unix shell programming”, BPB Pub.
- 4 A User guide to unix system”, Thomas Rebecca yate,Second Edition,2002,.Tata McGraw Hill.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject:UNIXOpearting System			
BCA IV Sem			
Goal :Students acquire the basic knowledge of Unix command to develop shell programming and console application.			
Objective: Student understand the concept of Unix Operating System, its features from other Operating system ,utility command and shell programming .			
21-25 Marks	16-20 Marks	10-15 Marks	0-09 Marks

Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic understand the concept of Unix operating system and Unix file system commands and shell programming.	% Students having the basic concept of general purpose and security commands and shell programming.	% Students having to understand general purpose and filters commands.	% Students Need More Efforts for understands commands and Basic Concept of Unix OS.

IX: Scheme of internal marks

Class Participation			Practical Assessment		Total 100	Final Internal Marks Out of 25
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Practical Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan

Subject: Computer Organization and Architecture**Class: BCA-502 - V Sem****I: Objective of course:** The objective of this course is to introduce the concept of Computer Organization and Architecture.**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

- CO1 To understand the structure, function and characteristics of computer systems. To understand the design of the various functional units and components of computers. Understand the architecture and functionality of central processing unit.
- CO2 Classify and illustrate the internal and external components of a computer structure and its functionality which include CPU, buses, memory and I/O interfaces.
- CO3 To explain the functionality of different type of internal and external memory
- CO4 To understand how instructions are run in between the CPU and memory. Each micro program is the sequence of microinstructions. And these microinstructions are executed in sequence. The execution sequence is maintained by micro program Counter.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	3	2			3	2	3	2
CO 2	2		2	3	2			
CO 3		3	3			2	2	2
CO 4	2	3		2		3		3

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Basic structure of computer	Introduction To COA	B.N. 3
2			Explain All component of computer.	B.N.3
3			Explain of All functions of computer	B.N.3
4			Structure and Architecture of computer	B.N.3
5			Inter connection and bus interconnection	B.N.2
6			Design and performance	B.N.2
7			Pentium & power –pc processor	B.N.2
CO: 1				
LO: . To understand the design of the various functional units and components of computers				
8	2	Memory Organization:	Static & Dynamic memory	B.N.1
9			Explain cache memory	B.N. 3
10			Describe DRAM organization.	B.N.2
11			Magnetic Disk	B.N. 3
12			RAID optical memory	B.N. 3
13			Magnetic tap	B.N. 3
14			Characteristics of instruction	B.N. 3
CO: III				
LO: To explain the functionality of different type of internal and external memory				
15	3	Architecture of a simple processor	What operand and opcode	B.N.1
16			Assembly Language programming	B.N.1

17			What is addressing mode	B.N.1
18			What is the role of CPU in processing	B.N.1
19			Different type of register in CPU explain	B.N.2
20			The instruction cycle explain	B.N.2
21			What is instruction pipeline.	B.N.2

CO:1 ,4

LO: To understand how instructions are run in between the CPU and memory.

22	4	Microprogramed control	Hardware implementation.	B.N.2
23			What is the concept of micro programmed	B.N.1
25			Microinstruction sequencing.	B.N.1
26			Micro instruction execution	B.N.1
27			Application of micro programming.	B.N.1
28			Hardware implementation.	B.N.1

CO: 4

LO: .Each micro program is the sequence of microinstructions. And these microinstructions are executed in sequence. The execution sequence is maintained by micro program Counter

29	5	I/O Programmed	Define programmed I/O	B.N. 3
30			What is DMA.	B.N. 3
31			Explain I/O channels and processor	B.N. 3
32			Protocol vector computation	B.N. 3

CO:1

LO: Understand the cost concepts and classifications

VI: Book References:

- 1 Computer Architecture and Organisation, Nicholas carter, Scaum Series TMH Adaptation, 2nd Ed. 2010 2.
- 2 Computer Organization and Architecture by Hayes (Tata Mcgraw Hill)
- 3 Computer Organization and Architecture morris mano

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Computer Organization and Architecture			
BCA V Sem			
Goal : The study of computer architecture and organization focuses on the interface between hardware and software, and emphasizes the structure and behavior of the system. ... There are a fundamental relationship between hardware and the many aspects of programming and software components in computer systems			
Objective: The objective of this course is to introduce the concept of Computer Organization and Architecture..			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 10
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Discrete Mathematics****Class: BCA -504 V Sem**

I: Objective of course: The objective of this subject is to help students to understand the basics of algebraic structure, application of number system to algebraic structure, vector space, application of matrix for finding basis for vector space.

II: Examination:

The internal examination will carry 20% marks i.e. 10 marks .The internal examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units .The balance of the paper will be maintained by including appropriate combination of sub section in each question.

III: Course Outcomes (CO):

CO1. Present the relationships between abstract algebraic structures with familiar numbers systems such as the integers and real numbers.

CO2. Present concepts and properties of various algebraic structures.

CO3. Present the operation of matrix in solving linear equation and in algebraic structure..

Co4. Present the drawing circuit diagram using Boolean expression and simplifying Boolean expressions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	2	3			3	2		
CO 3		3	3		2	3		
CO 4			3	2			3	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Algebra of Logic and Boolean algebra	Recall of Statements & Logical Connectives,	D.C Agrawal.
2			Tautologies & Contradictions, Logical Equivalence	D.C Agrawal,H. K. Pathak
3			Algebra of Propositions	D.C Agrawal
4			Quantifiers, Universal & Existential Quantifiers	D.C Agrawal ,& H. K. Pathak
5			Boolean Algebra and its Properties	D.C Agrawal
6			De- Morgan’s Laws, Algebra of Electric Circuits & Its Application	D.C Agrawal
7			Design of Simple Automatic Control System	D.C Agrawal
Assignment :Problems based on design of circuits using Boolean algebra, tautology contradiction , equivalence normal norm				
CO:	4			
LO:	Understand the concept of logic tautology, contradiction logical equivalence, Boolean switching circuit algebra and			
8	2	Boolean function of fundamental form	Disjunction and Conjunction Normal Forms	D.C Agrawal
9			Bools Expansion Theorem	D.C Agrawal,& H. K. Pathak
10	2		Fundamental Forms	D.C Agrawal
11			Many Terminal Networks,	D.C Agrawal
12			Trees and Binominal Networks.	D.C Agrawal

Assignment: Problems based on conjunction, disjunction normal forms, Tree and binomial networks				
CO:	4			
LO:	Understand the concept of conjunction, disjunction normal form, bools expansion theorem, Tree and binomial network			
13	3	Sets, Groups	Union, Intersection, Difference, Complement of a set	D.C Agrawal
14		Rings and Fields	De- Morgan’s Laws, Cartesian Product, Mappings , Types of mappings	D.C Agrawal
15			Identity & Inverse mapping, Product of Mappings	D.C Agrawal,H. K. Pathak
16			Definition of group, definition of order of a group definition of order of a Element	D.C Agrawal
17			Definition of subgroup Necessary and sufficient condition for a subgroup.	D.C Agrawal
18			Right & Left Cosets, Lagrange’s Theorem	D.C Agrawal
19			Quotient group, Homomorphism & Isomorphism of groups	D.C Agrawal
20			Kernel of Homomorphism	D.C Agrawal,& H. K. Pathak
21			Definition of Ring.	D.C Agrawal,& H. K. Pathak
22				Definition of Field and problems	D.C Agrawa
Assignment :Problems based on Group, ring and field				
CO:	1			
LO:	Understand the concept of sets, Functions, Group, Subgroup Ring and Field			
23	4	Vector Spaces and Linear Maps	Vector Space	D.C Agrawal

24			Subspace and Quotient Spaces	D.C Agrawal H. K. Pathak
25			Linearly dependent vectors, Linearly independent vectors	D.C Agrawal
26			Definition & Properties of linear maps.	D.C Agrawal
27			Homomorphism & Isomorphism of Vector Spaces	D.C Agrawal
28			Kernel of A linear Map.	D.C Agrawal
Assignment: Problems based on linearly dependent and independent vectors,Homomorphism and isomorphism of vector spaces				
CO:	1,3			
LO:	Understand the concept of linear maps , homomorphism of linear maps and kernel of linear map, Kernal of a linear map.			
29	5	Matrix Representation and Caley Hamilton theorem	Matrix Representation of a Linear Map	D.C Agrawal
30			Rank and Nullity of Linear Map	D.C Agrawal ,& H. K. PATHAK
31			Fundamental Theorem of Vector Space	D.C Agrawal
32			Homomorphism	D.C Agrawal
Assignment : Problems based on caley Hamilton theorem				
CO:	2			
LO:	Understand the concept of rank, nullity homomorphism of linear maps			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topics related to the subject.

VI: Book References:

1 A text book of Discrete Mathematics by H. K. Pathak and D.C. Agrawal, Shiksha Sahitya Prakashan, Meerut. (Text)

2. A text book of Linear Algebra by H. K. Pathak and D.C.Agrawal, Shiksha Sahitya Prakashan, Meerut

3. A text book of Algebra by H. K. Pathak and D.C.Agrawal, Shiksha Sahitya Prakashan, Meerut.(TEXT)

4. Linear Algebra by S.N.Goel, Kedarnath Ramnath Publication, Meerut.

5. Linear Algebra by Kenneth Hoffman and Ray Kunze, Prentice Hall of India Pvt. Ltd. New Dehli.

VII: Note:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on the aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Discrete Mathematics			
BCA V Sem			
Goal : Student will be able to draw printed ckt board and can aquair good knowledge of logic gates.			
Objective: The objective of this subject is to help students to understand the basics of algebraic structure, application of number system to algebraic structure, vector space, application of matrix for finding basis for vector space.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Acconmplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of	% Students having understanding about Boolean algebra switching circuit algebraic structures and vector space.	% Students having understanding about Algebraic structure and Boolean algebra	% Need More Efforts to learn discrete mathematics and vector algebra.

[Type text]

IPS ACADEMY, INDORE (M.P.)

IX: Scheme of internal marks:

Class Participation	Internal Assessment	Total 10	Final Internal Marks Out of 10
Presentation & assignment out of 5	Class test out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Entrepreneurship****Class: BCA-506-V Sem****I: Objective of course:** To aware with the business entrepreneurship.

II: Examination: The internal examination will carry 20% marks i.e. 5 marks. The external examination will be of 80% marks i.e. 20 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical/objective/conceptual/analytical/theoretical) combination of subsection in each question.

III: Course Outcomes (CO):

CO1	Understand the entrepreneurial decision making process –from business model design to the launch of the new venture.
CO2	Develop a wide range of strategic, financial and human resource planning skills necessary to the new venture planning process.
CO3	Provide an atmosphere in which course participants can apply entrepreneurial and teamwork skills in finding, evaluating and beginning the process of implementing new venture concepts
CO4	Sharpen the presentation skills necessary to effectively communicate new venture ideas to potential investors.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	3		2	2		3
CO 2		2		3	1	3		1
CO 3	1		2					2
CO 4			1		3			

[Type text]

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Economic Development and Entrepreneurship	entrepreneurship development model, Difference between Entrepreneur and entrepreneurship, Types of Entrepreneur Introduction of entrepreneurship, Concept of entrepreneur, Characteristics of entrepreneur, Characteristics of entrepreneurs, Factor affecting entrepreneurship, Entrepreneurial process, Quality of successful entrepreneur, Factor affecting entrepreneurship development	B.NO.1
2				
3				
4				
5				
CO: 1				
LO: Student will be able to learn Understands the basic concepts about the entrepreneurship. The importance of generating business ideas and entrepreneurship policies.				
6	2	Institutional Finance and Entrepreneurship:	Institutional finance and Entrepreneurship,Role of institutions in this ,regard, NSIC, SIDO, SSIB, SSIDC, DIC,TECSOK	By the internet
7				
8				
9				
CO: 2				
LO: Describe and distinguish the typologies of entrepreneurship, the financial sources for startups, the modes of business networking.				
10	3	Self- employment	Introduction of self Employment, Sources of business idea, Significance of business plan in entrepreneurship, Role of business plan, Difference b/w small enterprises and ancillary unit,Small scale cottage industries in India,Explain SSI Board,Rural unemployment in India,Problems faced by small scale industries,Methods of expand the business,Industrial state,Economic development nation	B.No.1
11				
12				
13				
14				
15				
16				

[Type text]

17				
18				
CO: 1,3				
LO: Express the marketing and financial problems of small enterprises. And the learn about the public administration problems concerned with small enterprises				
19	4	Preparation of a new project demand	Introduction of preparation of a new project,New project demand Steps in project selection Market potentials,Environmental scanning,Project planning is successful enterprises, break even point,importance of production process.	B.N.1 and internet
20				
21				
22				
23				
24				
Co: 4				
LO: student will be able to how the supply and demand are relationships between the price of a product and the quantity of the same product.				
25	5	Main coverage of project Proposal	Introduction main coverage of project proposal,Define project proposal,Need and significance project report,Financial and managerial feasibility, Cost of production, Cost of profitability, Entrepreneurship growth, Industrial Entrepreneurship	internet
26				
27				
28				
29				
30				
CO: 3,4				
LO: Entrepreneurship and Innovation minors will be able to find problems worth solving . Students advance their skills in customer development, customer validation, competitive analysis, and iteration while utilizing design thinking and process tools to evaluate in real-world problems and projects.				

VI: Book References:

1. Project Planning and Entrepreneurship – T R Banga
2. Entrepreneurship development – Jose Paul

II: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Entrepreneurship			
BCA 5 th SEM			
Goal : Students develop the ability to prepare .Topics include an overview of psychological factors in Entrepreneurship Environment factor affecting Entrepreneurship, Mobility of Entrepreneurship, Different aspects of Entrepreneurship Organization and Performance of Entrepreneurship, Preparation of a new project demand, Analysis and market potential, calculation of break – even point, Financial and Managerial Feasibility Proforma on cost of production and profitability.			
Objective: The overall objective is poverty reduction through increasing employability and high potential growth enterprise. The specific objectives are to: Impart skills through short term training in Entrepreneurship and Enterprise Development.			
8-10 Marks	06-08 Marks	04-06 Marks	00-04 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Student having the basic concept of E-ship. And understanding about the development of the business.	% Student having the basic concept of E-ship and about the difference b/w Entrepreneurships and Entrepreneurs.	% Students having Entrepreneurships and Entrepreneur.	% Students Need More Efforts for Solution and Basic Concept of Entrepreneurships

[Type text]

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

[Type text]

IPS ACADEMY, Department of Computer Science, INDORE

Lesson Plan

Subject: Introduction to basics of JAVA

Class: BCA- 501-V Sem

I: Objective of course:

This course provides an introduction to object oriented programming (OOP) using the Java programming language. Its main objective is to teach the basic concepts and techniques which form the object oriented programming paradigm

II: Examination:

The faculty member will award practical marks out of 25 and the bifurcation is mention in the scheme of practical marks. An External viva-voce will be of 25 marks. The end semester examination will be worth 50 marks having theory and cases/practical problems.

III: Course Outcomes (CO):

CO1. Gain knowledge about basic Java language syntax and semantics to write Java programs and use concepts such as variables, conditional and iterative execution methods etc

CO2. Understand the fundamentals of object-oriented programming in Java, including defining classes, objects, invoking methods etc and exception handling mechanisms.

CO3. Understand the principles of inheritance, packages and interfaces.

CO4. Have the ability to write a computer program to solve specified problems in Java SDK environment to debug and run.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3			3	3		
CO 2	3	2		3		2		
CO 3	3		3		3			
CO 4					2	2	3	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Basics Of Language	Primitive data types – integer, Short, Long, byte, float.	B.N. 1
2			Double, Unicode, Character set, Boolean, their ranges.	
3			Defaults initial values, wrapping of integer arithmetic, casting comments	B.N. 1
4			Identifiers and reserved words, local variables, operators	B.N. 1
5			Operator precedence, examples and exercises.	B.N. 1
A-1. First assignment				
CO: 1				
LO::Understand fundamentals of programming such as variables, data types , operator and their preferences.				
6	2	Control Structure	Statements simple and compound.	B.N. 2
7			Uses of control do, for, while, switch, break, case continue, label.	B.N. 1
8			class type data : String, Arrays, example and exercises.	B.N. 1
A-2. Second assignment				
CO: 1				
LO: Learn the concept and syntax of control structure, String and Array.				
9	3	User define Datatype(class)	Definitions and naming conventions for the members of the JAVA classes,	B.N. 1
10			Instance, fields and methods, Initialization by constructor.	B.N. 2
11			Initialization by Default constructor, Multiple Definition of constructors, :	B.N. 2

12			creation of objects, access methods. examples and exercises	B.N. 2
A3- Third Assignment				
CO: 1,2				
LO: Understand the concept of object-oriented programming in JAVA ,including defining classes, invoking methods and concept of constructor.				
13	4	Inheritance & Exception Handling	Inheritance, Super class, Sub class, Method overloading,	B.N. 1
14			interface, thread, Multithreading example, synchronized,	B.N. 1
15			Exception (try-catch-final blocks examples.) examples and exercises.	B.N. 1
A4- Four Assignment				
CO: 3,4				
LO: Learn the concept of polymorphism and inheritance implementation.				
16	5	Java Platform & File Handling	Java Virtual machine concept, Java Platform overview, programming Examples to clarify use of object,	B.N. 2
17			Threads, exceptions and packages for I/O.	B.N. 2
18			File and string handling. examples and exercises.	B.N. 1
CO: 1,4				
LO: Have the ability to work with object, exception, file handling and packages.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Complete Reference (Java 2) – Herbert Schildt - Tata McGraw Hill
2. Joseph O'Neil, Teach yourself java, Tata McGraw Hill, New Dehli, 2001.
3. Programming with java E. Balagurusamy Tata McGraw Hill, New Dehli, 2nd edition 2002.
4. Java script : Don Gosselin, Thomson Learning (vikas Publication)
5. Java in a nut shell – Flanagan – Orielly Publication

VII: Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Introduction to JAVA			
BCA V Sem			
Goal : Students acquire the basic knowledge and skills needed to effectively utilize concept of object oriented programming to develop meaningful application.			
Objective: This course provides an introduction to object oriented programming (OOP) using the Java programming language. Its main objective is to teach the basic concepts and techniques which form the object oriented programming paradigm			
21-25 Marks	16-20 Marks	10-15 Marks	00-09 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Object oriented programming using Java.Can make their own application using Java	% Students having an understanding about basics of Object oriented programming using Java.	% Students having understanding about control and decision statements.	% Need More Efforts to learn about Fundamental of Computer OOPs concepts.

IX: Scheme of Practical marks:

Class Participation			Practical Assessment		Total 100	Final practical Marks Out of 2
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Practical Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Software Engineering****Class: BCA 503 – Vth Sem****I: Objective of course:** Introduce with the concept of software engineering and system analysis.

II: Examination: The internal examination will carry 20% marks i.e.10 marks. The external examination will be of 80% marks i.e.40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate(numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | 1. This course introduces the concepts and methods required for the construction of large software intensive systems. |
| CO2 | 2. It aims to develop a broad understanding of the discipline of software engineering.
... |
| CO3 | 3. It aims to set these techniques in an appropriate engineering and management context. |
| CO4 | 4. It provides a brief account of associated professional and legal issues. |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3					3	3	
CO 2				3		3	2	
CO 3	2	3				3		
CO 4		2						2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	“General business environment.”	Introduction to Business system concept	B.N. 1
2		Business system concept	system analysis	B.N.2
3			system analysis	
4			system development life cycle.	B.N.2
5			system development life cycle.	B.N.2
CO: 1				
LO: Students learned Business system concept, system development life cycle.				
6	2	Project selection:	preliminary investigation	B.N.1
7			system requirement specification & analysis	
8			Feasibility study	B.N.2
9			Cost & Benefit analysis	B.N.2
CO: 1				
LO: Student learned SRS, System Analysis, Feasibility Study.				
10	3	Structured system analysis	Tools of Structured analysis	B.N.2
11			Software Design Fundamental	B.N.2
12			Data Flow Diagram	B.N.2
13			Object Oriented Design	
14			Data Oriented design method	B.N.2
CO: 2, 3				
LO: Student learned structured analysis and system design.				
17	4	Software Quality Assurance, Software testing techniques.	Software Quality Assurance	B.N.2
18			software testing fundamentals	
19			White Box Testing -	
20			Black Box Testing	

21			unit testing, integration testing	
22			Validation testing, System Testing,	
CO: 1,3				
LO: Students learned software quality assurance activities and software testing.				
23	5	System Implementation	System Implementation	B.N. 2
24			Software Maintenance	B.N. 2
25			Hardware Selection	B.N. 2
26			Software Selection	
CO:1,2				
		LO: Students learned software implementation and maintenance.		

VI: Book References:

1. System Analysis & design by Elias M. Awad, Galgotia Pub.
2. Software Engineering by Roger S. Pressman, Mc-Graw Hill.
3. An Integrated Approach to software engineering pankaj Jalote, Nakoda Publication House.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Software Engineering			
BCA 503 – Vth Sem			
Goal : It aims to develop a broad understanding of the discipline of software engineering among the students. Students should understand the concepts and methods required for the construction of large software intensive systems.			
Objective: Introduce with the concept of software engineering and system analysis			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of business system and Software engineering and understanding of construction of software.	% Students having the basic concept of business system and Software engineering and understanding of construction of software.	% Students having the basic concept of business system and Software engineering and understanding of construction of software.	% Students Need More Efforts for business solution and Basic Concept of software engineering.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 10
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan

Subject: WEB DESIGNING AND WEB TECHNOLOGY

Class: BCA - V Sem

I: Objective of course:

The objective of this subject is to help students to understand the basics of web designing and web technology. The students use the web applications in day to day life and should know how they are developed and which technology is used.

II: Examination:

The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The end semester examination will be worth 40 marks having theory and practical problems. There will be 7/8 questions out of which a student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

After completion of this course student will be able to:-

1. Apply a structured approach to identifying needs, interests, and functionality of a website and design dynamic websites that meet specified needs and interests by writing well-structured, easily maintained, standards-compliant, accessible HTML code.
2. Use JavaScript to add dynamic content to pages by writing well-structured, easily maintained JavaScript code
3. Understand basic fundamental of JavaScript that works to validate on client site.
4. Develop a data driven web application.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2		1		3	
CO 2	3				3		2	
CO 3	3			2				
CO 4							3	2

V: Session Plan:

Lecture no.	Unit no.	Sub Topic	Reference
1	UNIT 1	Introduction to web designing.	B.N 1
2		Client server computing concepts	B.N 1
3		Distributed computing on internet	B.N 1
4		Introduction to web pages and html	B.N 1
5		HTML elements & pages	B.N 1
6		Formatting text & pages	B.N 1
7		Including pictures in a page	B.N 1
8		Creating tables & list	B.N 1
9		Splitting pages into frames	B.N 1
CO 1			
LO:-Basic HTML markup and structure ,Basic HTML tags and elements			
10	UNIT 2	Home page navigation tools	B.N 1
11		Formatting body section using Block level	B.N 1
12		Formatting body section using text level	B.N 1
13		Formatting body section using font style	B.N 1
14		Formatting body section using pharse elements	B.N 1
CO 1			
LO:-Identify the audience, purpose, uses, and structure of site,Learn the elements of HTML, using it to add content to design it in the form of web pages,Formatting web page using block and text level, font style and phrase elements			
15	UNIT 3	Multimedia with web: Creating files, streaming audio and animations	B.N 4
16		Java Script and Browser	B.N 4
17		Java script and server	B.N 4
18		Embedding java script and html	B.N 4
19		JS variables, statements and loops	B.N 4
20		JS conditions and functions	B.N 4
21		Js object properties and methods	B.N 4
22		Event handlers, non- Script Tag	B.N 4
CO 2 & CO 3			
LO:- Basic JavaScript Programming, Find appropriate snippets of JavaScript code and to adapt them to work with your site as well as learn to read and critique JavaScript			

code.To add functionality to site using JavaScript code and the use of JavaScript commands, objects, functions, and tools. Topics addressed include loops, iterations, variables, arrays, objects, functions.			
23	UNIT 4	Comparison of html, dhtml & xml	B.N 5
24		Web casting, domain name selection	B.N 5
25		Web hosting ,web server selection	B.N 5
26		Uploading & downloading from web, incremental uploading of data	B.N 5
27		Introduction to sql server and user management in SQL Server	B.N 5
CO 3			
LO: To be able to understand the process of web server and domain name selection rules and criteria,To be able to understand web hosting and uploading /downloading of data,To be able to understand user management in SQL server			
28	UNIT 5	Introduction to asp	B.N 3
29		Database handling with asp	B.N 3
30		Connection object, record set object	B.N 3
31		Request object, response object, Cookies	B.N 3
32		Creating tables and insert queries through connections	B.N 3
CO 4			
LO: Create a Web form with server controls.Develop a data driven web application.Connecting to data sources and managing them.			

VI: Book References:

1. HTML, Java Script, DHTML, PERL, CGI – Ivan Bayross – BPB
2. HTML Black Book – Steven Holzner – Dreamtech Press
3. Mastering ASP Programming – BPB Publication
4. Java Script, Don Gosselin, Thomson Learning (Vikas Publication)
5. Principles of web Design Jeol Sklar, Thomson Learning (Vikas Publication)
6. Internet and Web technologies, TMH, 2002

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.

5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assesment			
Subject: WEB DESIGNING AND WEB TECHNOLOGY			
BCA V Sem			
Goal : Students develop the ability to design website. Topics include an overview of web designing using HTML, JavaScript and ASP.Net			
Objective: To help students to understand the basics of web designing and web technology. The students use the web applications in day to day life and should know how they are developed and which technology is used.			
07-10 Marks	05-07 Marks	04-05 Marks	00-03 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having the basic concept of web designing and technology and further to design their own web applications.	Students having the basic concept of web designing and technology.	Students having understanding about web designing.	Students Need More Efforts for basic Concept of web designing.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Computer Graphics & Multimedia****Class: BCA - 601 VI Sem**

I: Objective of course: To Introduce the concept of Computer Graphics & Multimedia. And to acquaint the students with the basic concept of text animation, understanding of sound, pixel effects work and design for better image creating.

II: Examination: The internal examination will be of 50 marks. The question paper will contain questions equally distributed in all units. The balance of will be maintained by including appropriate (numerical/objective/conceptual/analytical/theoretical) combination of subsection in each question .

III: Course Outcomes (CO):

- CO1** To provide comprehensive introduction about computer graphics system, design algorithms and two dimensional transformations.
- CO2** Familiarize the student with techniques of clipping, three dimensional graphics and three dimensional transformations.
- CO3** The computer graphics course prepares students for activities involving in design, development and testing of modeling,.
- CO4** Learn about rendering, shading and animation.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2						2
CO 2		2	2	3				
CO 3			2	2		3	3	
CO 4					2		2	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
PART-I “Graphics fundamentals,.”				
1	1	Basic of Computer Graphics of fundamental Application of computer graphics Concepts & Fundamental basic Display Device	Introduction to what is computer graphics and pixel , frame, buffer .	B.N. 1
2			Computer aided design presentation graphics computer Art, Education and training, Entertainment(Games, animation...etc),Image processing, Visualization, Graphical User Interface etc.	B.N.1
3			Raster Graphics fundamentals , Display Devices- Random Scan	B.N.1
4			Raster Scan Monitors	B.N.1
5			Color CRT Monitor, DUST and Plasma Panel	B.N.1
CO: 1				
LO: application of computer graphics, Raster Graphics fundamentals & Display Devices.				
6	2	Graphics Primitives : Algorithms for line Generation, circle generation Description of line generation & Circle generation Algorithm	DDA line drawing algorithm , Bresenham’s Line drawing algorithm	B.N.1
7			midpoint line drawing algorithm , polygon generation	B.N.1
8			Bresenham's Circle generation algorithm, Midpoint circle generation algorithm	B.N.1,2
9			and polygon filling algorithm, Anti aliasing	B.N.1,2
10			2D Transformation : Translation, Scaling, Rotation, Reflection, homogeneous Coordinates. Practical in Lab for line generation and so on...	B.N.1,2
CO: 1,2				
LO convert the basic geometrical 2D form, Show ability to use the facilities provided express basic transformations such as scaling, rotation, translation, reflection, shearing				
11	3	“3-D	Translation, Scaling, Rotation, windowing & clipping windows,	B.N.1

		Transformation.”		
12			View port, line clipping, polygon clipping, windows & view port	B.N.1
13			Transformation. Display file, Segment table, Segment creation, deletion, rename	B.N.1
14			Practical in Lab for line generation	
		Assignment- Based on Numerical/Case Studies ,LAB		
CO: 3				
LO: Demonstrate ability to implement algorithms that perform transformation and clipping operations on simple 2-dimensional and 3-dimensional objects.				
.				
	PART-II “Multimedia”			
15	4	Multimedia- Text Sound and Images.	Text – Font, Faces, animating Text, Hyper Text. Sound : MIDI, Digital audio basics, auto file formats, audio editing, MCI-multimedia control interface.	B.N. 1,3,4
16			Image - Bitmap, Vector drawing	B.N. 1,2
17			Color palate, concept of 3D Modeling,	B.N. 1
18			Image file formats (BMP,JPG)	B.N. 1,
19			Animation : principle of animation cell animation,.	B.N. 1,2,3
20			kinematics, morphing	B.N. 1
21			Practical Questions LAB	B.N. 4
22			Assignment- Based on Numerical/Case Studies	B.N. 1,4
CO: 3				
LO: Students Be able to distinguish the capabilities of different levels of graphics software and describe the appropriateness of each. Be able to create images using a standard graphics API and Sounds.				
23	5	“Multimedia- Video.”	Broadcast video standards (NTSC, PAL)	B.N. 1,4
24			Integrating Computer and television	B.N. 1,4

		Assignment- Based on Numerical /Case Studies		
25		“Multimedia- Video.”	video capture board, video, color, shooting and editing video.	B.N. 1,4
26			Recording formats (S- VHS) video hardware resolution .	B.N.1,4
27			video compression (JPEG, MPEG).	B.N. 1,3
28			Hard copy devices: printers & Plotters	B.N. 1,3
29			Input devices: Mouse, Trackball, Light pen, Scanner, Digital Camera.	B.N. 1,3
30			Assignment- Based on Numerical/Practical’s	B.N. 1,4
31			through C language implement a2D,3D transformation, Rotation ,etc .	B.N. 1,4
CO: 3,4				
LO: Students able to discuss the application of computer graphics concepts in the development of computer games, information visualization, and business applications Understand to utilize and crate to design and animated a text and graphics in multimedia form.				

VI: Book References:

1. Computer Graphics : Donald Hearn and M. Pauline Baker, Prentice Hall India
2. Computer Graphics and Design, Pearson, 2008
- 3.Multimedia Making it Works, 3rd Edition, Tay Vatighan, Tata Mc-Graw-Hill New Delhi
- 4.Computer Graphics Principles and Practice in C: Principles & Practice in C Paperback – 2002by [Andries van Dam](#); [Steven K. Finer](#) (Author)

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric For Internal Assessment			
Subject: Computer Graphics & Multimedia			
BCA VI Sem			
Goal : The goal of this course is to provide an introduction to the theory and practice of computer graphics. The course will assume a good background in programming in C or C++ and a background in mathematics including familiarity with the theory and use of coordinate geometry and of linear algebra such as matrix multiplication.			
Objective: To understand these principles of computer graphics requires not only study of the literature, but experimental work on a graphics system. Therefore, as part of this course, the students will design and implement a substantial computer graphics system/project and will generate some complex illustrations with this system.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
Students having the basic concept of Computer Graphics, Pixel, and Image generate form of line ,matrix, circle, and implement a Projection ,2D ,3D and many dimensional perform in image .able to perform a pixel values comparison in image .Animating create a with sound effects. Practical implement and execute a image.	% Students having the basic concept of Computer Graphics , and Multimedia understanding of CGM, and .define a well of features of Computer graphics Application .	% Students having understanding about Computer graphics.	% Students Need More Efforts for Solution and Basic Concept of Computer graphics.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 25	Final Internal Marks Out of 25
Presentation Out of 2.5	Quiz Out of 2.5	Assignment Out of 10	VIVA Out of 5	Internal Out of 5		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE**Lesson Plan****Subject: Computer Oriented numerical methods Session:****Class: BCA-602 – VI Sem****I: Objective of course:** The objective of this course is to introduce the concept of numerical methods and its application in computer**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

CO1 The objective of this course is to provide conceptual understanding of various numerical methods, in particular, with reference to numerical solution of non linear equations and system of linear equations, interpolation, numerical differentiation and integration and numerical solution of ordinary differential equations. Important theorems and different formulae for various numerical methods to be covered with an aim of helping the students to understand the fundamentals, concepts and practical use of these methods in the field of computer sciences and applications.

CO2 Ability to solve the equation by Newton Raphson Method.

CO3 A study of several standard numerical algorithms.

CO4 Building models based on data, be it through interpolation, Least Square, or other methods.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3			2	2	3	2
CO 2			2	2	3			
CO 3			3			3	2	2
CO 4	2	3		3				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
	1	Numerical computations		
1			Introduction To Error	B.N. 3
2			Explain All types of Errors.	B.N.3
3			Explain Bisection method	B.N.3
4			Explain Regula False method	B.N.3
5			Explain Newton rapshon method	B.N.2
6			Examples based on newton rapshon methods	B.N.2
7			Examples based on regula false method	B.N.2
CO: I				
LO: after this unit student will able to use numerical methods for solving a problem, and also they will be able to locate and use good mathematical software				
8	2	Simultaneous linear equations and curve fitting :	Ill conditions	B.N.1
9			Introduction of gauss elimination	B.N. 3
10			Numerical based on gauss elimination method.	B.N.2
11			Introduction of Gauss Jordan Method	B.N. 3
12			Numericals based on gauss Jordan method	B.N. 3
13			Jacobian Method	B.N. 3
14			Numerical based on jacobian Methods	B.N. 3
CO : 2				
LO: After studying this course, Student will be able to calculate the unknowns of a linear equation set using iterative solution techniques (Jacobian and Gauss-Seidel Iterative Methods) for the unique-solution case;				
15	3	difference	Introduction of forward and backward	B.N.1

		operators and interpolations	interpolation	
16			Newtons forward interpolation formula	B.N.1
17			Newtons backward interpolation formula	B.N.1
18			Some more examples based on newtons interpolation formula	B.N.1
19			Newtons divided difference interpolation formula	B.N.2
20			Some more examples of newtons divided difference formula	B.N.2
21			Langranges interpolation formula and numericals	B.N.2
CO: 3				
LO: In this chapter reader will learn (i) Definition and meaning of interpolation. (ii) How with the help of polynomial we can approximate the value of a function which is not known explicitly.				
22			Introduction of numerical differentiation.	B.N.2
23			Methods to find second and third order derivatives	B.N.1
25			Some more examples based on numerical differentiation	B.N.1
26	4	Numerical differentiation and integration	Simpsons one by third rule to get intergration	B.N.1
27			A brief discussion on Simpsions three by eight and newtons cote formula.	B.N.1
28			Examples based on Simpsions one third and three by eight rule.	B.N.1
29			Introduction of eulers method	B.N. 3
30	5	numerical solution of ordinary differential equations	Introduction of eulers modified method.	B.N. 3
31			Discussion on picards successive differentiation method	B.N. 3

32		Discussion on runge kutta fourth order method	B.N. 3
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CO: 4

LO: Each micro program is the sequence of microinstructions. And these microinstructions are executed in sequence. The execution sequence is maintained by micro program Counter After studying this, **students will be able to find** Solutions of ordinary differential equations including: i. Initial value problems ii. Boundary value problems

VI: Book References:

2. H. C. Saxena, Finite Differences and Numerical Analysis.
3. Modes A., Numerical Analysis for Computer Science.
4. Numerical Analysis by gupta and malik . (TEXT)

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment**Subject: Computer Organization and Architecture****BCA V Sem**

Goal : The **study of computer** oriented numerical methods focuson will be to make students expert on calculation , and emphasizes the structure and behavior of the system. ... There are a fundamental relationship between understanding the methods nad excute them.

Objective: The objective of this course is to introduce the concept of Computer Organization and Architecture..

16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of computer organization and architecture	% Students having the basic concept computer organization and architecture	% Students having understanding about computer organization and architecture.	% Students Need More Efforts for computer organization and architecture

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Practical marks 25
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INDORE**Lesson Plan****Subject:: MICROPROCESSOR & ASSEMBLY LANGUAGE PROGRAMMING****Class: BCA-603 - VI Sem****I: Objective of course:** To aware with the microprocessor & introduce the concept of Assembly language Programming.**II: Examination:** The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical objective/Conceptual/Analytical/Theoretical) combination of sub section in each question.**III: Course Outcomes (CO):**

- CO1 To introduce 8085 architecture and programming in assembly language. To become familiar with the architecture and Instruction set of Intel 8085 microprocessor=
- CO2 To familiar the students with interfacing of various peripheral devices with 8085 microprocessor.
- CO3 The student will be able to describe some of the characteristics of RISC and CISC architectures.
- CO4 To understand interfacing of 16 bit microprocessor with memory and peripheral chips involving system design

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO5	PO6	PO7	PO8
CO 1	2	3			3			
CO 2			2		2		2	
CO 3	2	3		3	2	2		3
CO 4		3	2	2	2	2	2	2

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Microprocessor Architecture	Introduction to Microprocessor Architecture	B.N. 2
2			Architecture & Programming of 8085	B.N.2
3			Organization of CPU	B.N.2
4			Various Addressing modes.	B.N.1
5			space partitioning, interfacing I/O Devices	B.N.1
6			latches and Tristate Buffer.	B.N.2
7			Test 1	B.N.2
CO: 1				
LO: . Students learned. Architecture & Programming of 8085, Various Addressing modes.				
8	2	Programming:	Assembly Language Programming	B.N.1
9			Assembly Language Programming	B.N. 2
10			Instruction format of 8085.	B.N.2
11			Instruction set of 8085.	B.N. 1
12			Instruction set of 8085.	B.N. 1
13			Instruction and data flow	B.N. 2
14			Test 2	B.N. 2
CO: I,II				
LO: Students learned Assembly Language Programming, Instruction and data flow, Instruction set of 8085.				
15	3	Interfacing memory and I/O devices	Introduction of Interfacing memory and I/O devices	B.N.1

16			Interfacing memory and I/O devices	B.N.1
17			various Schemes	B.N.1
18			Address n of microprocessor of different series	B.N.1
19			Memory interfacing	B.N.2
20			Memory interfacing	B.N.2
21			Test 3	B.N.2

CO:1 ,III

LO: Memory interfacing, various Schemes, Technique with various I/O Devices, latches.

22			Interfacing Devices & Peripheral Subsystems	B.N.2
23			Programmable Peripheral 8155 & 8255	B.N.1
24			Features 8155 & 8255	B.N.1
25	4	Interfacing Devices & Peripheral Subsystems	programming and applications	B.N.1
26			programming and applications	B.N.1
27			Test-4	B.N.1

CO: IV

LO: .. Students learned : Programmable Peripheral 8155 & 8255, their features, programming and applications, keyboard controller 8279.

28			Microcontroller	B.N. 2
29			Architecture of 8051	B.N. 2
30	5	I/O Programmed	micro-controller	B.N. 1
31			test 5	

CO:IV

LO: Students learned About Architecture of 8051 micro-controller, Comparison of microprocessor of different series

VI: Book References:

- 1 Microprocessor Family 8086/8088: Liu & Gibson
- 2 Introduction to microprocessor Software , Hardware & Programming , PHI. By L. A. Laventhal

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assesment			
Subject: MICROPROCESSOR & ASSEMBLY LANGUAGE PROGRAMMING			
BCA VI Sem			
Goal : The assembly language is a fully hardware related programming language. The embedded designers must have sufficient knowledge on hardware of particular processor or controllers before writing the program..			
Objective: To aware with the microprocessor & introduce the concept of Assembly language Programming			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Microprocessor and assembly language programming	% Students having the basic concept of Microprocessor and assembly language programming	% Students having understanding about Microprocessor and assembly language programming	% Students Need More Efforts for Microprocessor and assembly language programming

IX: Scheme of internal marks:

Class participation			Internal Assessment		Total 100	Final Internal Marks Out of 10
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY, DEPARTMENT OF COMPUTER INDORE

Lesson Plan

Subject: Principles & Practices of Management**Class: BCA –604-VI Sem****I: Objective of course:** To aware with the Principles & Practices of Management

II: Examination: The internal examination will carry 20% marks i.e. 10 marks. The external examination will be of 80% marks i.e. 40 marks. The question paper will contain questions equally distributed in all units. The balance of the paper will be maintained by including appropriate (numerical/objective/conceptual/analytical/theoretical) combination of subsection in each question..

III: Course Outcomes (CO):

- CO1 Cover the basic concepts of management.
- CO2 Discuss and communicate the management evolution and how it will affect future managers
- CO3 Practice the process of management's four functions: planning, organizing, leading, and controlling.
- CO4 Develop the students' ability to work in teams.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	2	3	3	2	2	1
CO 2		2						
CO 3	3		2		2	2	2	1
CO 4	2			2				

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference	
1	1	Nature of Management	The Nature of Management	B.N. 1	
2			: Definition and role of management		
3			Scientific Management		
4			Functions of Manager		
5			Human Relations school of Management, Contingency Theory of Management.		
CO: 1					
LO: Student will be able to understand what is meant by management and managerial effectiveness. And identify the roles which are fulfilled while working as a manager					
6	2	Planning	Nature and Purpose of Planning,	B.N. 1	
7			Components of Planning		
8			objective of Business Management by Objectives		
9			Forecasting,		
10			Decision Making,		
11			PolicyFormulation and Strategies.		
CO: 3					
LO: The objectives and outcomes must be differentiated for the individual student. All the learners should be able to see where they are and what they need to do to get to the next level. This should link into subject standards and progression where possible. It is crucial to have high expectations of what can be achieved and engage the students with that belief.					
12	3	Organizing:	Nature of Purpose of Organizing,	B.N. 1,3	
13					
14			Span of management,		
15			Delegation of Authority		
16			Line and Staff Relationships		
17			Departmentation,		
CO: 3					

LO: Student will be explore issues of personal purpose, beliefs (why am I doing what I'm doing?); articulate personal values and beliefs. Such as Delegation, Group management and development, Self-awareness etc.

18	4	Directing Process	Principles of Direction,	B.N. 1,3
19			Problems in Human Relation	
20			Strategies for Establishing Healthy Human Relations	

CO: 1,2

LO: student will be able to a specific problem to be solved. Challenge that must be faced. Information that will construct something of value to me/others.

21	5	Control	Meaning	B.N. 1,4
22			Process of Control	
23			Control Techniques	
24			Control Techniques	

CO: 2, 3

LO: student will be able to learn how they control employee, supervisor, subordinate etc. in an organization.

VI: Book References:

1. Stoner, Freeman and Gilbert Jr., "Management", PHI, 6th Ed.
2. Organization and Management Concepts : R.D. Agarwal, New Dehli, Tata McGraw Hill. 1995
3. Robbins and Coulter, "Management", PHI, 8th Ed.
4. Robbins S. P. and Decenzo David, "A. - Fundamentals of Management: Essential Concepts and Applications", Pearson Education, 5th Ed.
5. Hillier Frederick S. and Hillier Mark S. - Introduction to Management Science: A Modeling and Case Studies Approach with Spreadsheets, Tata McGraw Hill, 2nd Ed., 2008.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for internal Assessment			
Subject: PRINCIPLES AND PRACTICES OF MANAGEMENT			
BCA VI Sem			
Goal : student develop the ability and prepare for management. Topics may be include in overview such as planning, organizing, directing, and controlling.			
Objective : Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization			
8-10 Marks	06-08 Marks	04-06 Marks	00-04 Marks
Student	Student	Student	Student
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%Student having the a lot of knowledge about the management, like planning organizing directing and controlling.	% student having the basic concept of management function.	% student having understanding management.	% student Need More efforts for solution and basic concept of management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 10	Final Internal Marks Out of 10
Presentation Out of 2	Quiz Out of 2	Assignment Out of 2	VIVA Out of 2	Internal Out of 2		

DEPARTMENT OF FASHION TECHNOLOGY

POST GRADUATION DIPLOMA IN FASHION DESIGNING & MARKETING **(PGDFDM)**

PROGRAM EDUCATIONAL OBJECTIVES & PROGRAM OUTCOME

PROGRAM OUTCOME (Pos) :-

1. Understand design concept holistically.
2. Develop the technical knowledge of fashion design with theories and practice them as an established designer.
3. Expedite and develop analytical thinking abilities for fashion Industry.
4. To develop knowledge of traditional and advanced technique and technology of fashion industry.
5. Ability to understand fashion forecasting with the help of history of fashion.
6. Ability to understand principles and elements of design for enhancing creativity.
7. Ability to develop leadership quality and interpersonal relations to manage fashion.
8. Nurture entrepreneurial skills and capabilities.

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: New Horizon and Communication Skill
Class: PGDFDM – I Sem

Session: July– Dec.

I: Course Objective:

New Horizon in fashion designing & communication skills. Enhancement of thinking of the students and developing their skill of fashion design.

II: Examination:

The faculty member will award internal marks out of 20 (10(A) +10(B)) and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 (40(A)+40(B)) marks. It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding of fashion, design and fashion deign
- CO2 Accessory design with forecasting and entrepreneurship
- CO3 Fundamental and modern technique of Communication
- CO4 Student will feel confident in communicating their ideas & feelings

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	1	2	3	3		2
CO2	1	3	3	1	3	3	2	3
CO3		2	3				3	3
CO4		2	3				3	3

V: Session Plan:

(A) New Horizon

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	The Nature of Fashion	Introduction of Fashion	B.N.13,14,15
2			Career in Fashion	B.N.7,8
CO: 1,3				
LO: Understanding terminology of fashion				
3	1	The Nature of Fashion	Fashion Terminology	B.N.13,15
4			Fashion history	B.N. 11,18
CO: 2				
LO: Fashion history & flashback				
5	1	The Nature of Fashion	Fashion pyramid- Hierarchy retailing of fashion	B.N 6,7,9
Assignment: A1 – submission within three days				
CO: 2				
LO: Hierarchy retailing of Fashion.				
6	2	Designing Principals, Fashion Show and Exhibition	Fashion Cycle and principle of designing	B.N. 2,8,20,14
7			Fashion clothing theories	B.N 5
CO: 2				
LO: Understanding principle of designing				
8	2	Designing Principals, Fashion Show and Exhibition	Organized fashion show	B.N 7,6,5,4
9			Fashion show PPT	B.N.6
CO: 2, 3				
LO: Importance role & participation in Fashion Shows.				
10	2	Designing Principals, Fashion Show and Exhibition	Components of fashion: Body analysis chart	B.N. 10 ,14
CO: 4				
LO: Focusing fashion components: Body analysis chart.				
11	2	Designing Principals, Fashion Show and Exhibition	Designing Principals of Fashion Exhibition	B.N. 2,6,14
Assignment: A2 – submission within three days				
CO: 4				
LO: Understanding Fashion Exhibition.				
12	3	Fashion Accessories	Introduction to principles of design	B.N 2,4,5
13			Balancing, proposition design	B.N 10, 13,14,15
14			Rhythm, emphasis and harmony in fashion	B.N 10, 13,14,15
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understanding fashion Accessories.				
15	3	Fashion Accessories	Role of trade organization	B.N 6,7,8,9
16			National and International trading organizations	B.N. 6,7
17			Branding for accessories	B.N 6,7,8,9
CO: 4				
LO: National & International brand for Accessories.				
18	3	Fashion Accessories	Personal grooming & make up	
			Workshop on Personal grooming and makeup	
CO: 4				
LO: Focus on importance of make-up & hairstyle.				
19	3	Fashion Accessories	Career and roles in Fashion forecasting.	B.N 1, 3
20			PPT	B.N 1, 3
Assignment: A3 – submission within three days				
CO: 4				
LO: Understanding fashion forecasting.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Forecasting(Rita Perna)
2. Fashion Design
3. Fashion Forecasting
4. Beyond Design
5. Costume and Fashion
6. Fashion from concept to consumer
7. The Business of Fashion
8. How Fashion works
9. Fashion Retailing : A Multi channel Approach (Ellen , Diamond)
10. Inside Fashion Design (Sharon Lee , Tate)
11. 1920,s Fashion Design
12. Dimensional Color(Lois , Swirnoff)
13. Encyclopedia of Fashion Details
14. Introduction to Fashion design
15. Dictionary of Fashion
16. Survey of Historic costume

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand what is Fashion, Fashion Terminology, Fashion Shows, Designing Principles ,Career and roles in Fashion Industry .			
Objective: Students gain understanding of analytical thinking and boost their imagination and creative power for enhancing the designing skills.			
9-10 Marks	7-8 Marks	4-6 Marks	0-3Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Fashion Designing with brief knowledge of Designing Principle and can create ideas from different themes .	% students having an understanding of Fashion Designing with brief knowledge of Designing Principle.	% Student have basic understanding about designing concept	% Student need more efforts for Design concept .

(B)Communication Skill

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Fundamental of Business Communication& Modern Techniques of Communication	General introduce on Communication	B.N 2, 4
2			Techniques of Communication	B.N 2,4
CO: 1,3				
LO: The student will be able to communicate effectively in the professional world.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3	1	Fundamental of Business Communication& Modern Techniques of Communication	Written communication	B.N 2,4
4			Principles of Communication elements of letters	B.N 2 , 3
Assignment: A1 – submission within three days				
CO: 1				
LO: They will be able to use modern information technology effectively.				
5	2	Fundamental of Effective Business Writing	Business letter writing	B.N 1
6			Letters – Enquiry, complaint	B.N 1
7			Letters – Order, Quotation	B.N 1
8			Resume	B.N 1
CO: 2				
LO: The students will be able to state the meaning of business correspondence and its importance. They will be describe the essential qualities of good business letter.				
9	2	Fundamental of Effective Business Writing	Letters of introduction and follow up letters	B.N 1
10			Interview letters and appointment letters	B.N 1
Assignment: A2 – submission within three days				
CO: 2				
LO: The students will acquire various specific features of writing effective resume & job application letter.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Business Correspondence & report writing (R.C Sharma & Krishna Mohan)
2. Effective Technical Communication (Rizvi)
3. Business Communication Today (Bovee Thill)
4. Communication (Dr. C.S Raydu)

VII: Note:

5. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
6. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Fashion Industry

7. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
8. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Modern techniques of Effective Business Communication for Fashion Industry .			
Objective: The objective of this foundational course is to develop of the second language. It will help the learner to develop the use of the four fundamental language skills. reading, writing, listening & speaking.			
9-10 Marks	7-8 Marks	4-6 Marks	0-3Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Modern technique of effective business communication and fundamentals of effective Business writing	% students having an understanding of Effective Communication .	% Student have basic understanding about Business Communication skills.	% Student need more efforts for Business Communication skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment	Total 100	Final Internal Marks Out of 20 (10+10)
Presentation Out of 20	Quiz Out of 40	Assignment Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 6 practical questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Fashion illustration of flash figure in different views including basic sketching techniques
- CO2 Facial features expression, hairstyle illustration in different angles
- CO3 Full body parts moments fashion figure illustration
- CO4 Illustration of active wear drapping and basic Indian & Western garment drapping

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3	2	1				
CO2			3		3			
CO3		3				1		
CO4	1	2	2		3	3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1.	1	Illustration of normal and fashion flash figure in different view	Fashion flash figure & normal figure	B.N 2
2.			Side view	B.N 2
3.			Tilted view (1) (Block)	B.N 2
4.			Figure in different position	B.N 2
5.			Back View (Block)	B.N 2
CO: 1				
LO: Fashion illustration of flash fashion figure different view.				
6.	1	Illustration of normal and fashion flash figure in different view	Tilted view (2) (Block)	B.N 2
7.			Tilted view (3) (Block)	B.N 2
8.			Tilted view (4) (Block)	B.N 2
9.			$\frac{3}{4}$ th view (Block)	B.N 2
CO: 1				
LO: Basic sketching and technique.				
10.	1	Illustration of normal and fashion flash figure in different view	Sketching with lines	B.N 2
11.			Basic sketching with checks	B.N 1,2
12.			Simple checks	B.N 1,2
13.			Diagonal lines	B.N 1,2
14.			Diagonal checks	B.N 1,2
CO: 1				
LO: Focusing on motif collection (National & International) using microtip pen.				
15.	1	Illustration of normal and fashion flash figure in different view	National motif collection	B.N 1
16			International motif collection	B.N 1
Assignment: A1 – submission within three days				
CO: 1				
LO: Facial features illustrations with different views.				
17	2	Facial feature and hair style	Introduction to	B.N1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
	18		facial features	
18			Facial features front side face	B.N1,3
19			¾ pose	B.N1,3
CO: 2				
LO: Focus on expressions with hairstyles.				
20	2	Facial feature and hair style	Expression with Hairstyles (1)	B.N1,3
21			Expression with Hairstyles (2)	B.N1,3
CO: 2				
LO: Focus on illustration of different facial features.				
22	2	Facial feature and hair style	Eyes, Nose	B.N1,3
23			Ears, Head	B.N1,3
24			Mouth	B.N1,3
Assignment: A2 – submission within three days				
CO: 2				
LO: Focus on illustration of traditional & western hairstyle.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
25	3	Hand and legs movement with colors	Hand movements (Skin Color)	B.N1,3
26			Full Arm movements	B.N1,3
CO: 3				
LO: Full arms & legs movement with skin color.				
27	3	Hand and legs movement with colors	Hand and Legs	B.N1,3
28			Foot Movements	B.N1,3
29			Leg Movements	B.N1,3
CO: 3				
LO: Hand & Legs movement illustration with skin color.				
30	3	Hand and legs movement with colors	Upper body Illustration	B.N1,3
31			Upper body movement with skin color	B.N1,3
CO: 3				
LO: Upper body illustrations				
32	3	Hand and legs movement with colors	Fashion figure nude	B.N1,3
33			Fashion figure nude with skin color	B.N1,3
Assignment: A3 – submission within three days				
CO: 3				
LO: Fashion figure nude illustrations.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
34	4	Draping of wear	One Piece	B.N1,3
35			Two Piece	B.N1,3
CO: 4				
LO: Draping of swim wear – One piece & Two piece.				
36	4	Draping of wear	Men's sports wear	B.N1,3,4
37			Women's sports wear	B.N1,3
CO: 4				
LO: Draping of sports wear – Men's & Women.				
38	4	Draping of wear	Basic Indian Garment	B.N1,3
39			Draping Indian Garment	B.N1,3
CO: 4				
LO: Basic Indian garment draping.				
40	4	Draping of wear	Basic Western Garment	B.N1,3
41			Draping Western Garment	B.N1,3
Assignment: A4 – submission within three days				
CO: 4				
LO: Basic Western garment draping.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration (Collin Barnes)
2. Nine Heads a guide to Drawing Fashion
3. Figure Drawing for Fashion Design
4. Menswear : Suiting the customer(Suganne , Boswell)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion illustration.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic sketching and technique ,fashion figures ,Figures movements.			
Objective: To develop their perception about balance and proportion by illustration,make them understand human figures in different views as well as positions.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools and technique of different body parts movement with draping of different garments .	% students having an brief knowledge of illustration of human figure and basic draping of garment	% Student have basic understanding about basic fashion illustration	% Student need more efforts for fashion illustration skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Theory illustrations of fashion. Figure is different views using various sketching mediums
- CO2 Understanding garment design details on different body parts
- CO3 Understanding of basic garment draping covering all active wear male & female, along with Indian and western garment
- CO4 Illustrations of creative texture & prints including traditional & other print details

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3	2			2		1
CO2	3	3	3			2		1
CO3		2	3		3			2
CO4	1				3	3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Fashion Illustration	Human body detailed study	B.N 2
2			Consideration in making clothing	B.N 2
CO: 1				
LO: Brief study of human body parts.				
3	1	Fashion Illustration	Discuss about fashion illustration	B.N 2
4			Normal & flesh figure	B.N 7
5			Front & Back figure	B.N 7
6			Side, normal & fashion figure	B.N 7
CO: 1				
LO:				
7	1	Fashion Illustration	¾ view	B.N 7
8			Lines, Diagonal	B.N 1,7
9			Checks, simple checks	B.N1, 7
CO: 1				
LO: Normal & flesh fashion figure illustration in different views.				
10	1	Fashion Illustration	Pencils, 6B Pencils	B.N. 9
11			Charcoal, Wax	B.N. 9
12			Marker , Microtip pen	B.N. 9
CO: 2				
LO: Uses of different Mediums				
13	1	Fashion Illustration	National Motifs	B.N. 7,8,9
14			International Motifs	B.N. 7,8,9
Assignment: A1 – submission within three days				
CO: 2				
LO: National & International motif collection using microtip pen.				
15	2	Garment Design Details	Necklines (Front)	B.N. 1,2,6
16			Back neck lines	B.N. 1,2,6
17			Yoke details	B.N. 1,2,6
CO: 2				
LO: Types of neckline details as well as color details on fashion figure.				
18	2	Garment Design Details	Sleeves – Petal/Tulip/Kimono	B.N. 1,2,6
19			Sleeves- bell Juliet/ short	B.N. 1,2,6
20			fitted full sleeve	B.N. 1,2,6
CO: 2				
LO: Types of sleeves illustration on fashion figure.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
21	2	Garment Design Details	Casual Cuff	B.N. 1,2,6
22			Elegant Cuff	B.N. 1,2,6
CO: 2				
LO: Types of cuffs detailing on fashion figure.				
23	2	Garment Design Details	Patch pocket, flap pocket	B.N. 1,2,6
24			Inside flap pocket, Cargo	B.N. 1,2,6
Assignment: A2 – submission within three days				
CO: 2				
LO: Types of pocket detailing on fashion figure.				
25	3	Draping	Men’s sportswear	B.N 4,5,8
26			Women’s sportswear, One piece ,Two piece	B.N 4,5
CO: 3				
LO: Draping of sportswear – Men’s & Women & swimwear – One piece & Two piece.				
27	3	Draping	Draping Indian garments	B.N 4,5
28			Draping Western garments	B.N 4,5
CO: 3				
LO: Basic garment draping both Indian & Western garments.				
29	3	Draping	Creative Texture – 5 Types	B.N 3,6
30			Creative Texture – 5 Types	B.N 3,6
Assignment: A3 – submission within three days				
CO: 3				
LO: Study of creative texture & prints.				
31	4	Different creative Textures	Introduction to textures/prints	B.N 3,6
32			Prints- Traditional – Batik, Tie & Dye Block printing and Paining	B.N 3,6
33			Floral, Geometric, Animal Print	B.N 3,6
CO: 4				
LO: Focusing on creative textures of ten types.				
34	4	Different creative Textures	Create traditional & nontraditional prints	B.N 3,6
Assignment: A4 – submission within three days				
CO: 4				
LO: Focusing on traditional & nontraditional prints.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration (Collin Barnes)
2. Figure Drawing for Fashion (Iasao Yajima)
3. Indian Textile Prints
4. Fashion Illustration Today
5. The complete Costume History
6. Rendering fashion , fabric & Paints(M. Kathleen , Claussy & Steve , Greenberg)
7. Nine Heads a guide to Drawing Fashion
8. Menswear : Suiting the customer(Suganne , Boswell)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion illustration..
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic sketching and technique ,fashion figures ,Figures movements.			
Objective: To develop their theoretical knowledge about balance and proportion by illustration,make them understand human figures in different views as well as positions.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools and technique of different body parts movement with draping of different garments .	% students having an brief knowledge of illustration of human figure and basic draping of garment	% Student have basic understanding about basic fashion illustration	% Student need more efforts for fashion illustration skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fundamental of Apparel Construction
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Basic techniques of hand and machine sewing
- CO2 Types of collars used in various garments
- CO3 Types of opening in garments
- CO4 Drafting cutting and construction of ladies and men's wear

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2						3
CO 2		2		2	2	2		3
CO 3		1			1	2		3
CO 4		3	2			2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Basic techniques of construction	Basic hand stitches – Basting, overcasting, hemming, lock stitch, eyehole, seam, button hole	B.N. 1,2
2			Seams - Plain seam, French seam, lapped seam, counter seam, bound seam, top seam, piping	B.N. 1,2
3			Facing and zip attaching	B.N. 1,2
CO: 1				
LO: Basic hand stitch used in garment construction.				
4	1	Basic techniques of construction	Tucks - Straight pin tucks, diagonal pin tucks, checked pin tucks, blind tucks	B.N. 1,2
5			Pleats – Knife pleat, box pleat, inverted box pleat, permanent pleat	B.N. 1,2
6			Pocket – Patch pocket, slant pocket , welt pocket	B.N. 1,2
7			Dart and gathering - Single pointed dart, double pointed dart, plain gathers, novelty gathers	B.N. 1,2
CO: 1				
LO: Basic machine seam used in garment construction.				
8	1	Basic techniques of construction	Zip – Simple Zip	B.N. 1, 2
9			Hidden Zip	B.N. 1, 2
Assignment: A1 – submission within three days				
CO:1				
LO: Types of pocket and Zip attaching				
10	2	Different types of collar and stand collar	Different type of collar Peter pen, reverse and shawl collar	B.N. 1, 2,3,6
CO: 1				
LO: Flat collar and roll collar.				
11	2	Different types of collar and stand collar	Type of Yoke - Upper garment yoke lower garment yoke	B.N. 1, 2,3,6
12			Type of Sleeve – plain sleeve, puff sleeve, flared sleeve	B.N. 1, 2,3,6
13			Bell sleeve, patel sleeve, cap sleeve	B.N. 1, 2,3,6
14			Kimono , Magyar, dolman and raglan sleeve	B.N. 1, 2,3,6
CO: 2				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Upper garment yoke and lower garment yoke.				
15	2	Different types of collar and stand collar	Kimono , Magyar, dolman and raglan sleeve	B.N. 1, 2,3,6
CO: 2				
LO: Set in sleeves and bodice combination sleeve.				
16	2	Different types of collar and stand collar	Stand collar and shirt collar	B.N. 4
Assignment: A2 – submission within three days				
CO: 2				
LO: Stand collar and shirt collar.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
17	3	Opening	Opening – Standard center opening shirt front opening	B.N. 1,2
LO: Standard centre opening.				
18	3	Opening	Double breasted opening	B.N. 1,2
LO: Double breasted opening.				
19	3	Opening	Asymmetrical opening	B.N. 1, 2
LO: Asymmetrical opening.				
20	3	Opening	Shirt front opening	B.N. 1, 2
Assignment: A1 – submission within three days				
CO:3				
LO: Shirt front opening.				
44	4	Drafting ,cutting & stitching	Basic body block – Layout on fabric marking and stitching and attached on body	B.N. 1, 2, , 4
45			Basic sleeve block – Layout on fabric marking cutting and attached on body	B.N. 1, 2
CO:4				
LO: Drafting of basic / personalize bodice block or garment pattern., marking & cutting of Basic block/garment				
	4	Drafting ,cutting & stitching	Garment construction- Kids Garments	B.N 7,10
			Drafting of personalize bodice block or garment pattern	B.N 7,10
22			Basic skirt block- Layout on fabric making cutting and attached with body or stitched separately	B.N 7,10,2
23			Garment construction – kids	B.N 7,10

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			garment	
24			Jhabla – Drafting, layout, marking and cutting of jhabla	B.N 7,10
25			Stitching and finishing of Jhabla	B.N 7,10,2
26			Baby frock – Drafting, layout, marking and cutting of frock	B.N 7,10
27			Stitching and finishing of frock	B.N 7,10,2
28			Ladies garment – Upper body garment -Top	B.N 4,8
29			Stitching and finishing of Top	B.N 4,8,2
30			Shirt – Drafting, layout, marking and cutting of shirt	B.N 6
31			Stitching prepare finish all component of shirt	B.N 6 ,2
32			Attached all component to complete shirt and finishing process	B.N. 1, 2, , 4
33			Kurta - Drafting, layout, marking and cutting of kurta	B.N 4,8,9
34			Stitching and finishing of kurta	B.N 4,8,2
35			Blouse - Drafting, layout, marking and cutting of blouse	B.N 4,8
36			Stitching and finishing of blouse	B.N 4,8,2
37			Lower Garment – Skirt - Drafting, layout, marking and cutting of skirt	B.N 4,8
38			Stitching and finishing of skirt	B.N 4,8,2
39			Trouser - Drafting, layout, marking and cutting of Trouser	B.N 6
40			Finished all component separately for trouser	B.N 6,2
41			Attached component to finish trouser	B.N 6,2,5
42			Chodidar - Drafting, layout, marking and cutting of Chodidar	B.N 4,8
43			Stitching and finishing of Chodidar	B.N 4,8,2
Assignment: A4 – submission within three days				
CO:4				
LO: Drafting of basic / personalize bodice block or garment pattern., marking & cutting of Basic				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
block/garment & Construction technique of garment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The Sewing Book (Alison Smith)
2. The Sewing Book (DK)
3. Complete guide to Sewing Pattern Making for Fashion Design
4. Pattern Making for Fashion Design (Armstrong)
5. Apparel Manufacturing : Sewn Product Analysis
6. Metric Pattern Cutting for Menswear
7. Singer : Sewing for children
8. Pattern Drafting for dressmaking.
9. Dress Pattern designing: the basic principles of cut and fit
10. Pattern Design for Childrens clothes

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic cutting & sewing techniques of different garment components.			
Objective: To develop their skill of Apparel Construction with traditional & advanced techniques as well as technologies.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of traditional & advanced techniques as well as technologies for construction of Fashion Garments.	% students having an brief knowledge of traditional & advanced techniques as well as technologies for Basic garments.	% Student have understanding about traditional & advanced techniques as well as technologies basic cutting and sewing.	% Student need more efforts for Construction skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fundamental of Apparel Construction
Class: PGDFDM – I Sem

Session: Jul. – Dec.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding tools equipments and machinery of apparel construction
- CO2 Understanding measuring, cutting and sewing techniques
- CO3 Understanding History of Fashion
- CO4 Understanding textile for Garment Designing

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3		3				
CO2		3		2				3
CO3	1		2	3	3			
CO4		2	3	3		1		1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Tools and equipment for construction and measurement	Cutting Tools- scissor, shear, round knife	B.N. 2
2			Cutter band knife cutter, flat bad cutter, soft ware used in apparel	B.N. 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			industry for cutting	
3			Drafting measuring and making tools	B.N. 2
4			Drafting Tools- L shape scale, hip curve, French curve, grading ruler, leg shaper pattern master, mechanical pencil, graph paper, brown paper	B.N. 2
CO: 1				
LO: Describe measuring tools and equipment with their uses.				
5	1	Tools and equipment for construction and measurement	Measuring tools – measuring tape & marking tools – tailing chalk, marking pen, marker for apparel industry other techniques of marking	B.N. 2
CO: 1				
LO: Describe drafting tools and equipment with their uses.				
6	1	Tools and equipment for construction and measurement	Body Measurements – Horizontal measurements Vertical measurements Circumference measurements	B.N. 2
7			Ready garment measurements and standard measurement how to take measurements from ready garment, personalize measurements standard measurement chart	B.N. 2
8			Sequence of recording measurements – recording measure for upper body garments in order	B.N.2
9			Recording measurements for upper body garments in order	B.N. 2
10			Measurements for sleeve	B.N. 2
CO: 1				
LO: Describe cutting tools and equipment with their uses.				
11	1	Tools and equipment for construction and measurement	Direct and indirect measurements – Understanding direct measurements, indirect measurements , Standard measurements	B.N. 2
Assignment: A1 – submission within three days				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Describe sewing equipment tools with their uses.				
12	2	Garment Designing	Impact of texture color & print to designing of kids wear according occasion	B.N. 2
CO: 2				
LO: Describe impact of color of garment designing.				
13	2	Garment Designing	Impact of texture to designing of ladies wear according to party	B.N 2
CO: 2				
LO: Describe impact of texture of garment designing.				
14	2	Garment Designing	Impact of color and print to designing of ladies wear according to party	B.N. 2
Assignment: A2 – submission within three days				
CO: 2				
LO: Describe impact of print of garment designing.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
15	3	Regional Dresses	Men’s regional dresses of North Indian states J&K, Himachal, Punjab, Haryana, Rajasthan	B.N. 3,5
16			Women’s regional dresses of North Indian states J&K, Himachal, Punjab, Haryana, Rajasthan	B.N. 3,5
CO: 3				
LO: Describe traditional and tribal costumer of North Indian States.				
17	3	Regional Dresses	Men’s regional dresses of Gujarat, MP, Chhattisgarh, Goa	B.N. 5
18			Women’s regional dresses of Gujarat, MP, Chhattisgarh, Goa	B.N. 5
CO: 3				
LO: Describe and tribal customer of West Indian States.				
19	3	Regional Dresses	Men’s regional dresses of East Indian states Sikkim, Assam, Arunachal, Meghalaya, Mizoram, Tripura, Nagaland, Manipur	B.N. 5
20			Women’s regional dresses of East Indian states Sikkim,	B.N. 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Assam, Arunachal, Meghalaya, Mizoram, Tripura, Nagaland, Manipur	
CO: 3				
LO: Describe traditional and tribal costumer of East Indian States.				
21	3	Regional Dresses	Men’s regional dresses of South Indian states – Maharashtra, Arunachal Pradesh, Tamil Nadu, Kerala, Karnataka	B.N. 5
22			Women’s regional dresses of South Indian states – Maharashtra, Arunachal Pradesh, Tamil Nadu, Kerala, Karnataka	B.N. 5
Assignment: A3 – submission within three days				
CO: 3				
LO: Describe traditional and tribal costumer of South Indian States.				
23	4	Trimming materials- Introduction of material type of trimming material	Introduction of trimming materials types of trimming materials used and importance in garment	B.N. 1
CO: 4				
LO: Introduction of trimming materials and describe types of trimming material.				
24	4	Trimming materials- Introduction of material type of trimming material	Compulsory trimming material	B.N. 1
CO: 4				
LO: Compulsory trimming materials and uses in garment.				
25	4	Trimming materials- Introduction of material type of trimming material	Decorative trimming material	B.N. 1
Assignment: A4 – submission within three days				
CO: 4				
LO: Decorative trimming materials and uses in design of garment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The Sewing Book (Alison Smith)

2. Pattern Making for Fashion Design
3. The complete costume history
4. Dress Fitting
5. Handicrafts of Rajasthan
6. Dress Pattern designing: the basic principles of cut and fit

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual, each group will be given separate topics for understanding the practical approach of Apparel Construction
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand tools, equipments, standard measurements, fitting techniques, trimming materials, regional dresses.			
Objective: To develop their skills and analytical capabilities of construction for Apparel industry.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools, equipments, standard measurements, fitting techniques, trimming materials, regional dresses.	% students having a brief knowledge of tools, equipments, trimming materials, regional dresses, standard measurements	% Student has understanding about tools, equipments, trimming materials,	% Student need more efforts for Construction skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Jewellery Designing (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

Enhancement of the creativity with various mediums

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Design inspiration jewellery, research & understanding the basic toolkit
- CO2 Techniques of jewellery making
- CO3 Principle & elements of jewellery design
- CO4 Career opportunities in jewellery design

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, And LOW-1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		2		3			
CO2		3		3		2		2
CO3	2		3	2	1	3		1
CO4	2	1					3	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Jewels- Metal Carat and Stone	Jewellery tools and equipments	B.N. 2
2			Jewellery sizes all types of beads, Jewellery material	B.N. 2
3			Different Jewels element and new creations	B.N. 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Jewellery tools & equipments.				
4	1	Jewels- Metal Carat and Stone	Terminologies used in Jewellery designing	B.N. 2
5			Metal- Study of different metal, precious metal	B.N. 2
6			Introduction of metal, types of metal color	B.N. 2
7			Jewellery based metal, branded jewellery	B.N. 2
CO: 1				
LO: Types of handling Metal.				
8	1	Jewels- Metal Carat and Stone	Astrology of Carat, Study of carat, gold carat	B.N. 2
9			Precious stone’s carat and effect of carat	B.N. 2
CO: 1				
LO:. Types of handling carat.				
10	1	Jewels- Metal Carat and Stone	Introduction of stone and source of stone	B.N. 2
11			Classification of stone and study of different stone	B.N. 2
Assignment: A1 – submission within three days				
CO: 1				
LO: Types handling of stones.				
12	2	Principal and elements	Different technique of Jewellry making and element	B.N. 2
13			Drilling techniques	B.N. 2
14			Saw piercing technique	B.N. 2
15			String beads technique	B.N. 2
CO: 2				
LO: Drilling Technique, saw piercing technique and string beads technique.				
16	2	Principal and elements	Study of traditional and modern Jewellery	B.N. 2
Assignment: A2 – submission within three days				
CO: 2				
LO: Traditional and Modern Jewellry.				
17	3	Astrology and jewellery	Jewels and jewellery in astrological light and usage of	B.N. 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			astrology	
CO: 3				
LO: History of jewellery design.				
18	3	Astrology and jewellery	Details of astrology	B.N. 4
CO: 3				
LO: Astrology and Jewellery design				
19	3	Astrology and jewellery	Jewellery design according to costume and fashion	B.N. 4
Assignment: A3 – submission within three days				
CO: 3				
LO: Fashion & costume jewellery design.				
20	4	Scope and prospects	Scope of national brands of jewellery	, B.N. 4
CO: 4				
LO: Study of national brands of jewellery.				
21	4	Scope and prospects	Scope of International brands of jewellery	B.N. 4
CO: 4				
LO: Study of International brands.				
22	4	Scope and prospects	Scope of freelance jewellery designs	B.N. 4
			Theme based jewellery designs.	
CO: 4				
LO: Freelance jewellery designs and Theme based jewellery designs.				
23	4	Scope and prospects	Career opportunities in jewellery designing and jewellery markets	B.N. 4
Assignment: A4 – submission within three days				
CO: 4				
LO: Career in Jewellery designing				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Costume Textiles & Jewellery of India
2. Making beads and wire jewellery (Don , Cusick)
3. 20th Century Jewellery : The complete source book (John Peacock)
4. Fashion Magazines

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of jewellery designing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to understand tools, equipments, principles and elements, jewellery materials, astrological impact of stones.			
Objective: To develop their Theoretical knowledge of jewellery designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an Theoretical knowledge, tools, equipments, principles and elements, jewellery materials, astrological impact of stones.	% students having a Theoretical knowledge, tools, equipments, principles and elements, jewellery materials,	% Student has Theoretical knowledge, tools, equipments, jewellery materials	% Student need more efforts for Theoretical knowledge of Jewellery designing.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Jewellery Designing (Practical)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

Enhancement of the creativity with various mediums

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Traditional Jewellery design & construction
- CO2 Modern Jewelry design & construction
- CO3 Eco-friendly & other material jewellery design & construction
- CO4 Indo western jewellery design & construction

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	1	2	1	3	3			3
CO ₂	1	2		3				3
CO ₃	1	3		3	3	1		3
CO ₄	1	3		3	3	1		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Traditional Jewellery designing	Making occasional and tribal jewellery of North Indian state	B.N. 1,2,4
2			Coloring occasional and tribal jewellery of North Indian state	B.N. 1, 2,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Occasional and tribal jewellery of North Indian state.				
3	1	Traditional Jewellery designing	Making occasional and tribal jewellery of South Indian state	B.N. 1, 2,4
4			Coloring and decoration occasional and tribal jewellery of South Indian state	B.N. 1, 2,4
CO:1.				
LO: Types of handling Metal.				
5	1	Traditional Jewellery designing	Making occasional and tribal jewellery of West Indian state	B.N. 1, 2,4
6			Coloring and decoration occasional and tribal jewellery of West Indian state	B.N. 1, 2,4
CO:1				
LO:. Occasional and tribal jewellery of West Indian state.				
7	1	Traditional Jewellery designing	Making occasional and tribal jewellery of East Indian state	B.N. 1, 2,4
8			Coloring and decoration occasional and tribal jewellery of East Indian state	B.N. 1, 2,4
Assignment : A1 – submission within three days				
CO: 1				
LO: Occasional and tribal jewellery of East Indian state.				
9	2	Fashion & Costume jewellery designing and construction	Designing and making of Metal jewellery	B.N.1, 2,3, 4
CO: 2				
LO: Jewellery design and construction with Metal.				
10	2	Fashion & Costume jewellery designing and construction	Collection of carat (Artificial)	B.N. 1, 2, ,
11			Designing and making of Metal jewellery	B.N. 1, 2
CO:2				
LO: Jewellery design and construction with Carat.				
12	2	Fashion & Costume jewellery designing and construction	Design and construction with Stones and other material	B.N.1,2,3, 4
Assignment: A2 – submission within three days				
CO: 2				
LO:. Jewellery design and construction with Stones.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
13	3	Clay & Paper	Making clay jewellery	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
14		jewellery	Coloring paper and clay jewellery	B.N. 1,3
15			Making wooden jewellery	B.N. 1,3
16			Decoration and coloring	B.N. 1,3
CO: 2				
LO: Jewellery design and construction with Clay and Wood.				
17	3	Clay & Paper jewellery	Drafting waste paper and quelling jewellery	B.N. 1,3
18			Making waste paper jewellery	B.N. 1,3
CO: 3				
LO: Jewellery design and construction with paper.				
19	3	Clay & Paper jewellery	Making all types of thread jewellery	B.N. 1,3
20			Thread jewellery – earring, necklace, bangles and anklet	B.N. 1,3
21			Fabric jewellery – earring, necklace, bangles	B.N. 1,3
CO:3				
LO: Jewlry design and construction with different types of thread and fabric.				
22	3	Clay & Paper jewellery	Making all type Indo western jewellery	B.N. 1, 3
Assignment: A3 – submission within three days				
CO: 3,4				
LO: Indo western designs.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Costume Textiles & Jewellery of India
2. Making beads and wire jewellery (Don , Cusick)
3. 20th Century Jewellery : The complete source book (John Peacock)
4. Fashion Magazines

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of jewellery designing..

3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to apply tools, equipments, principles and elements, jewellery materials, astrological impact of stones.			
Objective: To develop their Practical skills and capabilities of jewellery designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding use of tools, equipments, principles and elements, jewellery materials, astrological impact of stones.	% students having a understanding use of ,tools, equipments, principles and elements, jewellery materials,	% Student has understanding use of tools, equipments, jewellery materials	% Student need more efforts for understanding use of Jewellery designing.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Ornamentation Techniques (Practical)
Class: PGDFDM – I Sem

Session: Jul. – Dec.

I: Course Objective:

To make the students understand the technique the value addition to the design for mass acceptability in the market.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Understand hand and machine embroidery
- CO2 Understanding hand and machine fabric printing techniques
- CO3 Understanding fabric painting techniques
- CO4 To study of textile for texture knowledge

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3	1	3				3
CO 2	1	3	2	3	3	1		3
CO 3	1	3	2	3	3	1		3
CO 4	2			2	1	1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Embroidery	Embroidery – Hand needle different types of stitches by needle Basic stitches- Even running, uneven running stitch back stitch	
2			Cable chain, stem , lazy-dazy, French knot	
3			Bullion , chickenkari, long French knot, fly	
4			Father, magic chain, couching, fish bone, split chain, phulkari, kasuti	
5			Cast on, picot, basket, cross	
6			Sunflower rosette, satin stitch	
7			Kamal Kashida, spider web, button hole	
8			Open chain, ladder stitch, mirror work with chain, herring bone and button hole stitch	
9			Ribbon embroidery – Rose, lazy-dazy, zigzag, fly and ribbon work	
10			Bead work – Moti bharat, back stich, straight stitch cutdana work	
11			Appliqué work – Border and flower	
CO: 1				
LO: Practice basic and decorative stitches using in Embroidery by hand needle.				
12	1	Embroidery	Embroidery – Aari work Practice of basic chain stitch by Aari	B.N. 3,4
13			Filling stitch on different shaped tikki on motif filling	B.N. 3,4
14			Bead work by Aari, Cutdana, work by aari Salma, Sitara and Kalabattu work by aari	B.N. 3,4
15			Zari and Zardozi work by aari	B.N. 3,4
CO: 1				
LO: Practices different types of stitching by Aari.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16	1	Embroidery	Machine embroidery – Adjustment of different stitches on machine	B.N. 3,4
17			Practices of machine embroidery with different motif and design	B.N. 3,4
18			Practices of machine embroidery on different types of fabric texture	B.N. 3,4
Assignment: A1 – submission within three days				
CO:1				
LO:. Practices different types of stitches by Machine.				
19	2	Printing”	Hand printing block printing – select of blocks for design, prepare color paste for printing prepare fabric for printing, printing procedure, single color block printing and double color printing method	B.N. 1, 2
CO: 2				
LO: Practice of fabric hand blocks printing.				
20	2	Printing”	Screen printing - Making of screen oil paint method design transfer on screen by tracing method, covered area of screen by oil paint except the design	B.N. 2, 4
21			Oil paint double coating for filling holes on screen	B.N. 1, 2, , 4
22			Prepare color for screen printing, prepare fabric for screen printing procedure of screen printing single color and double color	B.N. 4
23			Making screen by design exposing method laying and coating of sensitizer on screen	B.N. 1, 2, 4
24			Transfer design on tracing paper for printing , making design negative (filling design by black water proofing	B.N.1,2
25			Exposing screen washing method prepare fabric for printing, prepare color for printing, printing procedure of screen printing with single and double	B.N. 2, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			color	
CO: 2				
LO: Practice of fabric screen printing.				
26	2	Printing”	Stencil printing- Transferring design for stencil making on HP sheet or drawing sheet, cutting design with sharp cutter	B.N. 1, 2, , 4
27			Prepare color for printing prepare fabric for print squeeze and spread method printing on fabric	B.N. 1, 2
28			Spray method of stencil printing on fabric with single and double color and shading	B.N. 1, 4
CO: 2				
LO: Practice of fabric stencil printing.				
29	2	Printing”	Batik printing - Prepare fabric for batik printing selection and transferring design on fabric by tracing method waxing process	B.N. 4
30			Double coating of wax on design	B.N. 2, 4
31			Prepare first base color and salt color for first dip and second dip for batik dying	B. N.1, 3, 5
32			Prepare second base color and salt color for first dip and second dip for batik dying	B.N. 1, 2
33			Remove wax by boiling and pressing method	B. N.1, 3, 5
CO:				
LO:. Practice of batik dyeing and printing method by step by step.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
34	2	Printing”	Tie and Dye – Prepare fabric for tie and dye – different types of folding techniques for tie fabric	B.N.1,2, 7
35			Different types of gathering , stitching tie technique of tying fabric	B.N.1,2, 7
36			Tying knot with using different material	B.N.1,2, 7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
37			Prepare color for dying, single color	B.N.1,2, 7
38			Dying double and triple color fixing and finishing process	B.N.1,2, 7
39			Machine – printing roller printing process by roller, creating texture and effect by roller using block screen printing color	B.N.1,2, 7
Assignment: A2– submission within three days				
CO: 2				
LO: Practice of fabric tie & dye method step by step.				
40	3	Painting	Fabric painting – Prepare fabric select transfer of design, painting process with different strokes, shading and precautions.	B.N. 6
41			Nib Painting – Selection and transfer of design for painting and painting process with precautions	B.N. 6
CO: 3				
LO: Practice of fabric painting with different effect.				
42	3	Painting	Glass painting – Select and transfer of design on glass (Or HP sheet) for painting. Painting process with precaution	B.N. 6
CO: 3				
LO: Practice of glass painting using glass and without glass.				
43	3	Painting	Nib painting – Select and transfer of design on nib for painting. Painting process with precaution	B.N. 6
CO: 3				
LO: Practice of nib painting with special tools.				
44	3	Painting	Cone painting – Select and transfer of design on cone for painting. Painting process with precaution	B.N. 6
Assignment: A3 – submission within three days				
CO: 3				
LO: Practice of cone painting.				
45	4	Various fabrics swatches collection & texture knowledge	Showing different types of cotton fabric for texture	B.N 8
46			Describe their composition ,	B.N 8

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			weaving and making process	
CO: 4				
LO: Understanding and knowledge of fabric texture of different types of cotton fabrics.				
47	4	Various fabrics swatches collection & texture knowledge	Showing different types of silk fabric for texture	B.N 8
48			Describe their composition , weaving and making process	B.N 8
CO: 4				
LO: Understanding fabric texture of silk fabrics.				
49	4	Various fabrics swatches collection & texture knowledge	Collection of fabric swatches and trimming materials	B.N 8
50			Showing different types of synthetic fabric for texture	B.N 8
51			Describe their composition , weaving and making process	B.N 8
CO: 4				
LO: Understanding fabric texture of synthetic fabrics.				
52	4	Various fabrics swatches collection & texture knowledge	Showing different types of fabric texture and weaving used in fabric	B.N 8
Assignment: A4 – submission within three days				
CO: 4				
LO: Understanding fabric texture of different types of weaved used in fabric.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The color book of the Dyeing & Batik
2. Tie Dyed Textile of India
3. Embroidery's Pattern Book
4. Extend Modern Embroidery Design
5. Impressions (K. Prakash)
6. A history of Indian Painting the modern period (Krishna , Chaitanya)
7. Clothing and Textile (Dr. Pramila Verma)
8. Fabric (Suzanne, Trocme & Mitchell Beazley)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Ornamentation Technique.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to understand various traditional and advanced surface ornamentation techniques for fabric embellishment.			
Objective: To develop their skills and analytical capabilities of ornamentation techniques for fashion designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools, equipments, techniques and technologies of traditional and advanced Fabric dyeing ,Printing, Painting and embroidery with basic and fancy stitches.	% students having a brief knowledge of tools, equipments, techniques and technologies of Fabric dyeing, Printing, Painting and embroidery with basic and fancy stitches.	% Student has understanding about tools, equipments, Fabric dyeing, Printing, Painting and embroidery with basic stitches.	% Student need more efforts for Advanced techniques and technology for Ornamentation technique

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Ornamentation Techniques (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To make the students understand the technique the value addition to the design for mass acceptability in the market.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding ornamentation technique
- CO2 Understanding Traditional and modern printing technique with dyes
- CO3 Types of painting technique
- CO4 Traditional Indian hand embroidery and machine embroidery

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	1	3	1	1				1
CO ₂	1	3	2	3	2			3
CO ₃		3	1	2	1			3
CO ₄	1	3	3	3	3	2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction of Ornamentation	Meaning , Defination & its Types	B.N. 8
CO: 1				
LO: To introducing surface ornamentation technique used in fabric.				
2	1	Introduction of Ornamentation	Types of Ornamentation Technique	B.N. 8
3			Dyeing	B.N. 8
4			Printing	B.N. 8
CO: 1				
LO: Describe ornamentation technique.				
5	1	Introduction of Ornamentation	Painting	B.N. 8
6			Embroidery	B.N. 8
CO: 1				
LO:. Material tools and equipment required in ornamentation.				
7	1	Introduction of Ornamentation	Required tools and equipments for dyeing-color,Fixer Utensils,types of color ,equipment for heat tub ,wooden spoon bowl, measuring spoon, gloves etc.	B.N. 1, 2
8			Required tools and equipments for Printing- Padded Table, Color, Binder, Fixer, Wooden blocks, screen, stencil, roller, bowl, spoons,sponge,rough fabric etc.	B.N. 1, 4
9			Required tools & Equipments for Painting-Color & Color medium, brushes with different sizes, motifs and design , glass or transpirancy (OHP sheet) ,Velvet fabric ,Rough Fabric etc	B.N. 1, 3, 4
10			Required tools & Equipments for Embroidery- Hand Needle,Different types of threads,beads, swaroski ,types of mirrors,plastic & wooden embroidery frame,needles for aari work, decorative material for Aari work , Fabric for embroidery etc	

Assignment: A1 – submission within three days				
CO: 2				
LO: Selection of design and transfer of design technique on fabric.				
11	2	Printing	History and origin of block printing	B.N. 8
CO: 2				
LO: Describe history process and method of block printing and its importance in textile.				
12	2	Printing”	History and origin of block printing,various ty es of blocks, ,	B.N. 8
13			Process of block printing ,uses of dyes and colours	B.N. 8
14			Precautions of block printing.	B.N. 8
CO: 2				
LO: History process and method of stencil printing.				
15	2	Printing”	History and origin of Stencil Printing	B.N. 8
16			Stencil Making	B.N. 8
17			Types of Stencils	B.N. 8
18			Printing Process of stencil printing	B.N. 8
19			colors for stencil printing ,Precautions	B.N. 8
CO: 2				
LO:. Historical background and process in detail of screen printing.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
20	2	Printing”	History and origin of Screen Printing	B.N. 1
21			Screen making by Oil Paint Method	B.N. 1, 2
22			Screen Making by design exposing method	B.N. 1
23			Colors for screen printing printing, Process of screen, Precautions	B.N. 1, 4
24			Roller Printing –Origin of Roller Printing, types of Rollar & printing	
25			Methods of Roller Printing, Precautions	
Assignment: A2– submission within three days				
CO: 2				
LO: History process and method of roller printing.				
26	3	Painting	Types of Colors for fabric	B.N. 6,7

			painting,color filling technique	
27			Motifs And design for fabric painting	B.N. 6,7
28			Precautions	B.N. 6,7
CO: 3				
LO: Explain fabric painting with tools color along with method and its variation of color filling.				
29	3	Painting	Tools and materials for Nib Painting	B.N. 6,7
30			Designs and motifs for Nib Painting	B.N. 6,7
31			Methods of Nib Painting	B.N. 6,7
32			Precautions	B.N. 6,7
33			Tools and materials for cone painting	B.N. 6,7
CO: 3				
LO: Describe nib painting materials used in cone material method and precaution.				
34	3	Painting	Designs and motifs for cone painting	B.N. 6,7
35			Methods of Cone painting & Precautions	B.N. 6,7
CO: 3				
LO: Cone painting method materials used in cone painting and explain precautions.				
36	3	Painting	Tools and materials for glass painting	B.N. 6,7
37			Design and motifs for glass paintings	B.N. 6,7
38			Methods of glass paintings & precautions	B.N. 6,7
Assignment: A3 – submission within three days				
CO: 3				
LO: Method and colour description of glass painting with precaution while painting.				
39	4	Dyes	Introduction to dyes	B.N. 1, 2
CO: 4				
LO: Describe classification chart of dyes with source.				
40	4	Dyes	Natural dyes-Vegetable dyes	B.N. 1,2
41			Animal dyes	B.N. 1,2
42			Mineral dyes	B.N. 1,2
Assignment: A4 – submission within three days				
CO: 4				
LO: Describe in detail natural dyes and their types				

43	4	Dyes	Manmade or syenthetic dyes	B.N. 1,2
44			Acid Dye , Alkali Dye,Azoic Dye	B.N. 1,2
45			Reactive dyes, Vat dyes, Disperse Dyes	B. N.1, 2
Assignment:				
CO: 4				
LO: Describe men made or synthetic dyes with method.				
46	4	Dyes	Fabrics for Tie & Dye, Fabric preparation for Tie & Dyes	B.N. 1,2
47			Noted Techniques sor Types , Folding Technique	B.N. 1,2
48			Color preparation Process	B.N. 1,2
49			Dyeing method for tie & dye	B.N. 1,2
Assignment: A5 – submission within three days				
CO: 4				
LO: Describe decorative dying method of fabric.				
50	5	Embroidery	Embroidery of Jammu & Kashmir , Himachal Pradesh	B.N. 8
51			Motifs , Threads, Texture & Colors	B.N. 4,5,8
52			Stitches used in embroidery	B.N. 8
CO: Traditional Indian Hand Embroidery & Machine Embroidery				
LO: Describe Tradional Embroidery techniques				
53	5	Embroidery	Embroidery of Punjab (Phulkari)	, B.N. 8
54			Embroidery of Rajesthan & Gujrat(Kathiwad)	B.N. 8
55			Motifs and design ,thread, color,texture	B.N. 4,5,8
56			Stitches used in embroidery	B.N. 8
57				B.N. 8
CO: Traditional Indian Hand Embroidery & Machine Embroidery				
LO: Describe decorative dying method of fabric.				
58	5	Embroidery	Embroidery of Bengal(Kantha), Karnataka(Kasui),Orrisa (Applique work)	, B.N. 8
59			Motifs and design, color ,texture	B.N. 4,5,8

60			Thread & stitches in embroidery	B. N 8
CO: 4				
LO: Describe decorative dying method of fabric.				
61	5	Embroidery	Introduction to Aari work	B.N. 4,5,6
62			Tools & equipments of Aari work	B.N. 4,5,6
63			Stitches of Aari work,Machine embroidery techniques	B.N. 4,5,6
64			Different type of stitches of Machine embroidery	B.N. 4,5,6
65			Other methods of ornamentation-patch work, pipine,Tubbing,laces,button , ribbon ,beads	B.N. 4,5,6,3
Assignment: A6 – submission within three days				
CO: 4				
LO: Describe decorative dying method of fabric.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The color book of the Dyeing & Batik
2. Tie Dyed Textile of India
3. Fashion Magazines
4. Embroider's Pattern Book
5. Extend Modern Embroidery Design
6. Impressions (K. Prakash)
7. A history of Indian Painting the modern period (Krishna , Chaitanya)
8. Clothing and textile (Dr. Pramila Verma)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Ornamentation Technique.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the Theoretical knowledge of various traditional and advanced surface ornamentation techniques for fabric embellishment.			
Objective: To develop their skills and analytical capabilities of ornamentation techniques for fashion designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having Theoretical knowledge of tools, equipments, techniques and technologies of traditional and advanced Fabric dyeing ,Printing, Painting and embroidery with basic and fancy stitches.	% students having a Theoretical knowledge of tools, equipments, techniques and technologies of Fabric dyeing, Printing, Painting and embroidery with basic and fancy stitches.	% Student has Theoretical knowledge of tools, equipments, Fabric dyeing, Printing, Painting and embroidery with basic stitches.	% Student need more efforts for Theoretical knowledge of Advanced techniques and technology for Ornamentation technique

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Marketing Management & Packing Presentation
Class: PGDFDM – II Sem

Session: Jan. - June

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks. It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO1 Understand the dynamics of marketing in business
- CO2 Develop unique marketing mix
- CO3 Construct sales plan and professional interactive presentation
- CO4 Develop an understanding of the techniques of packing

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁			2				3	3
CO ₂			2				3	3
CO ₃			3				3	3
CO ₄		3		2				3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Marketing	Definition of Marketing	B.N. 1
2			Importance of Marketing	B.N. 1, 2
3			Marketing and Selling	B.N. 1
4			Marketing Tasks Case: Ramsay Bakery Ltd., Biplab Bose, 3 rd Edition, pp. 140	B.N. 1, 4
Assignment: Analyze the Case and Submit the Write-up				
CO: 1,3				
LO: Identify core concepts of marketing and the role of marketing in business and society.				
5	2	Market Segmentation,	Need for Market Segmentation,	B.N. 2, 4
6			Procedure of Segmentation Case: Segmenting Rural Markets, Kotler, South Asian Edition (13 th), pp. 209	B.N. 1, 2, 7
7			Basics of Targeting	B.N. 1, 2, 8
8			Target Marketing Strategies	B.N. 3, 6
Assignment: Take a Product, Develop its Segmentation Strategy and Submit the PPT.				
CO: 1				
LO: Describe major bases for segmenting consumer and business markets; understand how different situations in the competitive environment will affect choices in target marketing.				
9	2	Market Research & Marketing Mix	Concept, Objectives and importance and methodology marketing research	B.N. 1, 2, 5
10			Definition and concept & type of product	B.N. 1, 4
11			Product Life Cycle 7 its stages	B.N. 4, 8
12			Marketing strategies at various PLC.	B.N. 1, 4
13			Importance of Branding	B.N. 2, 4
CO: 2				
LO: Understand the fundamental concepts of marketing mix and market research.				
14	3	Pricing	Concept & importance of Pricing, Pricing Methods & Strategies	B.N. 1, 2
15			Pricing Objectives Case: Peakon Electronics System Ltd., Biplab Bose, 3rd Edition, pp. 295	B.N. 1, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16			Types of price policies	B.N. 1, 3, 4
Assignment: Group Activity on Analyzing Pricing Strategies of Various Companies				
CO: 2				
LO: Understanding different pricing methods its application in the business world.				
17	4	Distribution	Concept and Importance of Distribution Network	B.N. 2, 4
18			Levels of Distribution Network,	B.N. 1, 2, , 4
19			Channel Members & their importance	B.N. 4
20			Meaning, definition and nature of Channel members	B.N. 1, 2, 4
21			Function of Distribution Channel	B.N.1,2
22			Type of Distribution channels	B.N. 2, 4
23			Role of middle men	B.N. 1, 2, , 4
Assignment: Watch Video Case on <i>Mumbai Dabbawala</i> for In-class Discussion				
CO: 2				
LO: Identify the costs and benefits of marketing channels; discuss the firms and the functions involved in typical channels in India.				
24	5	Promotion	Concept, importance, types of Media.	B.N. 1, 2, , 4
25			Communication Process	B.N. 1, 2
26			Promotion Mix	B.N. 1, 4
27			Advertising, Publicity, Personal Selling & Sales Promotion	B.N. 1, 2
CO: 2, 3				
LO: Understanding the role of promotion mix in marketing.				
28	6	Packaging	Introduction, consideration & function of Packaging	B.N. 4
29			Strategies of Packaging	B.N. 2, 4
30			Importance & criticism of Packaging	B. N.1, 3, 5
31			Hangers, Cartons & bags	B.N. 1, 2
32			Catalogues, Storage & Dispatches	B. N.1, 3, 5
Assignment: Select a Company and study the impact of its packaging pattern on the consumers.				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Ability to formulate innovative packaging strategies in the competitive environment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kotler, Keller, Koshy, Jha, Marketing Management– A South Asian Perspective, Pearson, 13th Edition, 2008.
2. Kurtz, Principles of Marketing, Cengage Learning, India, 2008
3. S. Neelamegham, Marketing In India, 3rd Edition, Vikas publishing house, 2009
4. Biplo Bose, Marketing Management, 2008, Himalaya Publishing House.
5. West, Ford, Ibrahim, Strategic Marketing, Oxford University, 2009
6. Evans, Marketing Management Cengage Learning, India, 2008
7. Paul Baines, Chris Fill, Kelly Page, Marketing, Oxford University Press, 1st Edition 2009
8. Winner Marketing Management, 3rd edition Pearson 2009

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual, each group will be given separate topics for understanding the practical approach of marketing management and packing presentation.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Marketing Concept, Marketing Mix, Packaging presentation.			
Objective: The objective of this course is to develop marketing strategies in Fashion & Apparel industry.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Marketing	% students having an understanding of Marketing	% Student have basic understanding about Marketing	% Student need more efforts for Marketing

Management Concept,Marketing segementation, Marketing Mix,Packaging presentation.	Concept,Marketing segementation, Marketing Mix,.	Management and packaging presentation	Management and packaging presentation
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Advance of Apparel Construction and Draping
Class: PGDFDM – II Sem

Session: Jan. – June

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Making of basic block pattern for upper body garments
- CO2 Making of basic block pattern for lower body garments
- CO3 Making of basic sleeve block and its adaption to using in garment for designing
- CO4 Process of cutting, stitching techniques and finishing of garments

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3		3		3		2
CO ₂		3		3		3		2
CO ₃		3		3		3		2
CO ₄		3						3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Block pattern	Skirt block- making pattern of basic skirt block on paper with different sizes and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic skirt by block method.				
2	1	Block pattern	Making pattern of basic body block on paper with different sizes and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic body block by block method.				
3	1	Block pattern	Making pattern of basic sleeve block on paper with different size and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic sleeve block by block method.				
4	1	Block pattern	Making pattern of trouser on paper with medium size	B.N 1,2
Assignment: A1 – submission within three days				
CO: 2				
LO: Pattern making of medium size trouser block by block method.				
5	2	Cutting, stitching & finishing of garments	Cutting stitching & finishing of garment (A- Line frock)	B.N 1,3,4
6			Cutting of a line frock with design	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching & finishing techniques and process of A-Line frock.				
7	2	Cutting, stitching & finishing of garments	Cutting, stitching and finishing of garment	B.N 1,3,4
8			Cutting of a princess line with design	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching & finishing technique and process of Princess Line dress.				
9	2	Cutting, stitching & finishing of garments	Shirt – Layout of pattern on fabric marking and cutting	B.N 1,3,4
10			Stitching process – Finishing of neck, shoulder attachment and completing design on bodice	B.N 1,3,4
11			Attached bodice and trim garment for complete look	B.N 1,3,4
CO: 3,4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Cutting stitching & finishing technique of Shirt.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
12	2	Cutting ,stitching & finishing of garments	Trouser- Layout of pattern on fabric marking and cutting	B.N 1,3,4
13			Construct front and back pocket	B.N 1,3,4
14			Finishing of belt, loop construction attached belt with trouser	B.N 1,3,4
15			Hemming , huke, button and trimmed	
CO: 3,4				
LO: Cutting stitching & finishing technique of Trouser.				
16	2	Cutting, stitching & finishing of garments	Lehanga- Layout of patter on fabric marking, cutting	B.N 1,3,4
17			Attached lining and interlining with main fabric	B.N 1,3,4
18			Belt and zip or opening finishing	B.N 1,3,4
19			Finishing and trimming process of Lehanga	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching and finishing process of Lahenga.				
20	2	Cutting, stitching & finishing of garments	Princess line blouse- Layout of pattern on fabric marking and cutting	B.N 1,3,4
21			Stitching, Finishing of blouse	
Assignment: A2 – submission within three days				
CO:3,4				
LO: Cutting stitching and finishing technical process of Blouse.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 .Pattern Making for Fashion Design (Helen Joseph, Armstrong)
- 2 .Fabric, Form & Flat pattern cutting
- 3 .Dress Fitting : Basic Principles and practices.
- 4 .Make your own patterns

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction and Draping..
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment. .			
Objective: The objective of this course is to develop skills for making patterns by flat pattern and draping as well as convert these patterns to desired Designs.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment.	% students having an understanding of Basic block,Study of pattern ,layout and draping for constructing garment.	% Student have basic understanding about Basic block,Study of pattern ,layout for constructing garment.	% Student need more efforts for Advance Apparel Construction & Draping for constructing garment.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Advance of Apparel Construction and Draping
Class: PGDFDM – II Sem

Session: Jan. – Jun.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 To study of paper pattern for basic blocks
- CO2 Develop paper pattern to basic block for different garment
- CO3 Understand pattern layout with principles
- CO4 To develop pattern by draping method

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/LO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3		3		2		1
CO ₂		3		3		3		3
CO ₃		3		3		3		2
CO ₄		3		3		3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Study of paper pattern .and Garment components	Describe paper pattern, importance of paper pattern	
CO: 1				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Describe pattern making terminology and types of pattern.				
2	1	Study of paper pattern .and Garment components	Making standard size basic body block with drafting detail	B.N. 1, 2
3			Making customize body block	B.N. 1, 2
4			Making customize skirt block	B.N. 1, 2
5			Making standard size basic sleeve block used basic sleeve for creating cap sleeve and puff sleeve	B.N. 1, 2
6			Used basic sleeve for creating leg-o-mutton sleeve and flared / bell sleeve	B.N. 1, 2
7			Creating bishops sleeve and petal sleeve using basic sleeve block	B.N. 1, 2
8			Creative latest sleeve variation using basic sleeve block (Cold shoulder, full circular etc.	B.N. 1, 2
9			Types of pattern – Master pattern, working pattern, market pattern, production pattern and graded pattern	B.N. 1, 2
CO: 2				
LO: Making pattern of basic body block with drafting detail.				
10	1	Study of paper pattern .and Garment components	Pattern making terminology – Pattern term, fabric term, drafting	B.N. 1, 2
11			Pattern Component – Upper garment components- Front bodice, back bodice, sleeve, collar, yoke button and button hole patti, pocket etc	B.N. 1, 2
12			Lower garment components- waist band front lower part, back lower part, yoke , pocket, fly, loops, frills, etc.	B.N. 1, 2
CO: 2				
LO: Making pattern of basic sleeve block with drafting detail.				
13	1	Study of paper pattern .and Garment components	Making standard size basic skirt block with drafting detail	B.N. 1, 2
Assignment: A1 – submission within three days				
CO: 2				
LO: Making pattern of basic skirt block with drafting detail.				
14	2	Dart Manipulation	Terminology of darts- dart leg,	B.N 1

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			dart intake, vanishing point position of dart, single pointed dart, double pointed dart, used of dart in garment and its importance	
15			Method of dart manipulation – (i) one dart slope (ii) slash spread method of dart manipulation	B.N 1
16			(i) Conversion of one dart at waist line into three dart at waistline (ii) Conversion of three darts at the waist line into gathers	B.N 1
CO: 3				
LO: To study of dart, positions of dart in basic pattern.				
17	2	Dart Manipulation	Style development – Princess style line development (i) Armhole princess line, shoulder princess line neck princess line	B.N 1
18			pivot method of dart manipulation	B.N 1
CO: 3				
LO: Understanding method of dart manipulation.				
19	2	Dart Manipulation	Rules of dart manipulation – shifting of darts- (i) conversion of three darts at shoulder into dart tucks	B.N 1
20			Conversion of one dart at waist line into three dart at waistline	B.N 1
21			Conversion of three darts at waist line into dart tucks	B.N 1
CO: 3				
LO: Development of style line by dart manipulation.				
22	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic block for four dart blouse with sleeve	B.N. 1,4
23			Pattern adaption to basic block for belted one dart blouse with sleeve	B.N. 1,4
24			Pattern adaption to basic block for cholicut blouse with sleeve and designer neck line	B.N. 1,4
25			Pattern adaption to basic block	B.N. 1,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			for princess cut without belt blouse back opening with sleeve	
Assignment: A1 – submission within three days				
CO: 3				
LO: Adaption of upper body garment from basic bodice block.				
26	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic skirt block for half circular and full circular Lehnga with elastic band and fused band	B.N. 1,4
27			Pattern adaption to basic skirt and bodice block for evening gown with circular	B.N. 1,4
CO: 4				
LO: Adaption of lower body garment from basic skirt block.				
28	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic skirt and bodice block for evening gown with armhole princess style line	B.N. 1,4
Assignment: A1 – submission within three days				
CO:				
LO: Adaption of body combination garment from basic bodice and skirt block.				
29	4	Principal of Lay – Out	Meaning, principles and importance of Layout	B.N. 1, 2
CO: 4				
LO: Describe layout process of pattern on fabric with the special reference to apparel Industry and reference to designers aspect				
30	4	Principal of Lay – Out	Lay out variation – all over print, one direction print striped print, grain line of fabric special print or design	B.N. 1, 2
Assignment: : A4 – submission within three days				
CO: 4				
LO: Study of lay planning of pattern on fabric according to fabric prints and design.				
31	5	Draping	Draping – meaning principles of draping, elements of fabric loss and profit of draping	B.N. 1
CO: 4				
LO: Understanding draping concept and study of draping principles				
32	5	Draping	Basic body block by draping method with dart	B.N. 1
Assignment: : A5 – submission within three days				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO:. Understanding Importance of draping (Loss and Profit)and making basic body block by draping				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 .Pattern Making for Fashion Design (Helen Joseph, Armstrong)
- 2 .Fabric, Form & Flat pattern cutting
- 3 .Dress Fitting : Basic Principles and practices.
- 4 .Make your own patterns

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction and Draping.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment. .			
Objective: The objective of this course is to develop skills for making patterns by flat pattern and draping as well as convert these patterns to desired Designs.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having theoretical knowledge of Basic block,Study of pattern,Dart manipulation,layout and draping for	% students having theoretical knowledge of Basic block,Study of pattern ,layout and draping for constructing	% Student have theoretical knowledge about Basic block,Study of pattern ,layout for constructing garment.	% Student need more efforts for Advance Apparel Construction & Draping for constructing garment.

constructing garment.	garment.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: CAD for Apparel Design (Practical)
Class: PGDFDM – II Sem

Session: Jan. - Jun.

I: Course Objective:

With in illustration module students are introduced to key contemporary fashion illustrators and explore a diversity of mediums and rendering techniques as a way to generate detailed range drawings tool in fashion practice and consequently students are encouraged to refine their skills in order to accurately communicate design idea and details. The digital component of the subject enables students to translate hand rendered fashion illustrations and technical drawings using industry standard software such as coral draw and adobe photo shop.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Student will able to use computers for their design work.
- CO2 Student will be able to choose the appropriate software for their designing work.
- CO3 Student will able to make a fashion illustration in digital format and will share their work internationally.
- CO4 Student will able to make a different dresses in digital format and will learn to make presentation of their work.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3						3
CO ₂		3		3		1		3
CO ₃		3	3			2	1	3
CO ₄	1	3	3	2		2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
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Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Knowledge of computer and internet	Make files ,folder, save, selection, moves , delete,copy,cut,paste,undo,redo,p age size,unites	B.N.1
2			Import command and export command	B.N.1
Assignment: A-1 Submission within 3 Days				
CO: 1				
LO: Practical knowledge of handling files with commands				
5	2	Intro to graphic designing tools	For object making, figure making	B.N. 2
6			Prints,texture,color,special effects, bitmap editing	B.N. 2,3
7			3D Effects ,transparency ,image editing	
8				
Assignment: A-2 Submission within 3 Days				
CO: 2				
LO: understand different design software and their tools				
9	3	Color theory of Graphic designing software	Color theory of graphic designing software	B.N. 2
10			Two color pattern & multicolor pattern	B.N. 2
11			Necklines-basic , designer	B.N. 2
Assignment: A-3 Submission within 3 Days				
CO: 3				
LO: students will understand the different tools of Corel draw for coloring technique in fashion illustration				
14		Basic tool, laying and image editing for figure drawing and garment designing	Block figure, stick figure, flesh figure with different movement	B.N 3
15			Salwar suit , parallel suit ,chudidar & Kurta	B.N 3
16			Skirt,top,Capri	B.N 3,4
			Jacket & Trouser ,frock, swimming costumes	B.N 3 ,4
			Evening gown,lehnga,saree	B.N 3,4
			Prints and background setting according to dress	B.N 3,4
			Color mixing, shading,mixing of two images	
Assignment: A-4 Submission within 3 Days				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Basic tool, laying and image editing for figure drawing and garment designing				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Computer Fundamentals (P.K Sinha)
2. Computer Graphics (Anubha Jain)
3. Fashion Designer's Handbook for Adobe Illustrator (Marianne Centner , Frances Vereker)
4. Computers systems & Applications (Vishal Soni)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of CAD for Apparel Design.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand of Graphic Designing softwares like Paint Brush, Coral Draw , Photo Shop, Illustrator and comparison between coral draw and other softwares.			
Objective: The objective of this course is to develop skills of Digital designing .Students grab knowledge of working with various color ,prints,textures using these softwares.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Garment designing, Different types of figures, Print development, Background setting, color mixing, shading , mixing of two	% students having an understanding of Garment designing, Print development, Background setting, color mixing, shading , mixing of two images, Different types of	% Student have basic understanding about Garment designing, Print development, Background setting, color mixing , Different types of figures.	% Student need more efforts for Computer Aided Designing

images,3-D effect and transperancy	figures.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: CAD for Apparel Design (Theory)
Class: PGDFDM – II Sem

Session: Jan. - Jun.

I: Course Objective:

With in illustration module students are introduced to key contemporary fashion illustrators and explore a diversity of mediums and rendering techniques as a way to generate detailed range drawings tool in fashion practice and consequently students are encouraged to refine their skills in order to accurately communicate design idea and details. The digital component of the subject enables students to translate hand rendered fashion illustrations and technical drawings using industry standard software such as coral draw and adobe photo shop.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Student will gain knowledge about computers.
- CO2 Student will be able to choose the appropriate software for their designing work.
- CO3 Student will be able to make a fashion illustration in digital format and will share their work internationally.
- CO4 Student will be able to choose appropriate format for their work.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3						3
CO ₂		3		3		1		3
CO ₃		3	3			2	1	3
CO ₄	1	3	3	2		2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Knowledge of computer and internet	What is computer, Importance of computer and internet	B.N.1
2			Structure of computer and types of computer	B.N.1
Assignment: A-1 Submission within 3 Days				
CO: 1				
LO: Basics of computer, types of computer, understand how to use a computer.				
5	1	Intro and Graphic designing software	Introduction and graphic design software – Pain Brush, coral draw	B.N. 2
6			Introduction and graphic design software – Photo shop, Illustrator and	B.N. 2,3
7			Comparison between coral draw and other designing software	B.N. 2
8				
Assignment: A-2 Submission within 3 Days				
CO: 2				
LO: understand different design software and their differences for fashion illustration.				
9		Color theory of Graphic designing software	Color theory of graphic designing software	B.N. 2
10			Three color –RGB and Four color- CMYK	B.N. 2
11			Basic graphic tools in coral draw	B.N. 2
12			Designing Tools in coral draw	B.N. 2
13			Coloring Tools in coral draw	B.N. 2
			Special effect Tools in coral draw	B.N. 2
			Text page set up in coral draw	B.N. 2
			Print out set up in coral draw	B.N. 2
Assignment: A-3 Submission within 3 Days				
CO: 3				
LO: students will understand the different tools of Corel draw and how to use these tools in fashion illustration.				
14		Basic tool, laying and image editing	Basic tools in Photo shop	B.N 3
15			Laying and image editing	B.N 3
16			Basic tools in power point presentation	B.N 3,4
			Power point presentation	B.N 3 ,4
			Save in other files format – PDF,	B.N 3,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			EPS and CDR	
			Save in other files format – JPS, PAT, GIF	B.N 3,4
Assignment: A-4 Submission within 3 Days				
CO: 4				
LO: students will understand the different formats of computer designing and what are the difference in these formats . Where these formats use in design.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Computer Fundamentals (P.K Sinha)
2. Computer Graphics (Anubha Jain)
3. Fashion Designer's Handbook for Adobe Illustrator (Marianne Centner , Frances Vereker)
4. Computers systems & Applications (Vishal Soni)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of CAD for Apparel Design.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of Graphic Designing softwares like Paint Brush, Coral Draw , Photo Shop, Illustrator and comparison between coral draw and other softwares.			
Objective: The objective of this course is to develop skills of Digital designing .Students grab knowledge of working with various color ,prints,textures using these softwares.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an theoretical knowledge of Garment designing,Different	% students having an theoretical knowledge of Garment	% Student have theoretical knowledge of about Garment	% Student need more efforts for Computer Aided Designing

types of figures,Print development,Backgroud setting,color mixing,shading , mixing of two images,3-D effect and transperancy	designing,Print development,Background setting,color mixing,shading , mixing of two images, Different types of figures.	designing,Print development,Backgroud setting,color mixing , Different types of figures.	
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Practical)
Class: PGDFDM – II Sem

Session: Jan. – Jun.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Draping of Indian & Western garments on flesh figure.
- CO2 Medium for effective illustrations and color effect.
- CO3 Detailed illustration of garment.
- CO4 Drapes & accessories according to season & portfolio presentation.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3	1	2		3		1
CO ₂	1	2	2	2		3		
CO ₃	2	3	3	2		3		2
CO ₄	2	2	3	3	1	3	1	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Draping of Indian garment and Western on flesh figure.	Salwar Suit	B.N. 1,3
2			Salwar Variation	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			Saree Lehnga Chunni	B.N. 1,3
4			Dhoti Kurta , Regional dresses	B.N. 1,3,4
CO: 1				
LO: Draping of Indian Garments on flesh figure.				
5	1	Draping of Indian garment and Western on flesh figure.	Skirt ,Top	B.N. 2, 4,6
6			Indo western garment	B.N. 2, 4,6
7			Evening gowns	B.N. 2, 4,6
8			Jeans and capris	B.N. 2, 4,6
Assignment: A1 – submission within three days				
CO: 1				
LO: Draping of Western Garments on flesh figure.				
9	2	Use of various medium for preparing effective illustration and Color Scheme	Effect of medium	B.N. 3
10			Use of water color, poster color	B.N. 3
11			Crayons, oil pastels	B.N. 3
12			Pencil water proof	B.N. 3
13			Microtip pen, charcoal	B.N. 3
			Fuji colors	
CO: 2				
LO: Use of various medium for effective illustration.				
14	2	Use of various medium for preparing effective illustration and Color Scheme	Color effect types of color scheme	B.N. 3
15			Color wheel	B.N. 3
16			Hot color & cool color	B.N. 3
			Tint & shades	
Assignment: A2 – submission within three days				
CO: 2				
LO: Color wheels, color scheme, introduction.				
17	3	Draping of garments and port folio	Garment details skirts, bows	B.N. 2, 6
18			Belt and pants	B.N. 2,4,6
19			Draping with scarf	B.N. 2,6
20			Different headgears	B.N. 2,6
CO: 2,3				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Draping garments (Seasonal) with scarf, headgear.				
24	3	Draping of garments and port folio	Jewellery – Neck piece ear ring	B.N. 2,6
25			Bags	B.N. 2,6
26			Shoes	B.N. 2,6
CO:3, 4				
LO: Draping garments (Seasonal) with jewellery, bags & shoes.				
28	3	Draping of garments and port folio	Portfolio Presentation	B.N. 2,6
Assignment: A3 – submission within three days				
CO: 3,4				
LO: Final portfolio presentation.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nine Heads a guide to Drawing Fashion
2. Advanced Fashion Sketchbook
3. Figure Drawing for Fashion Design
4. Menswear : Suiting the customer(Suganne , Boswell)
5. The Complete Color (Suzzy , Chiarazzi)
6. Illustrating Fashion

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion Illustration.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand illustration of Indian and western garment by draping using various color mediums, garment design detail, accessories illustration, portfolio presentation.			
Objective: The objective of this course is to develop skills of presenting and developing design ideas through portfolio presentation.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Garment designing details with indian and western garment draping ,Different types of flash figures,Print development, coloring and accessories	% students having an understanding of indian and western garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student have basic understanding about indian garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student need more efforts for Fashion Illustration

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Theory)
Class: PGDFDM – II Sem

Session: Jan.– Jun.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Draping of Indian garment & western & western garments
- CO2 Usage of different medium for illustrations and color effect
- CO3 Western garment design detail illustration
- CO4 Details accessories illustrations according to seasons

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3	1	2		3		1
CO ₂	1	2	2	2		3		
CO ₃	2	3	3	2		3		2
CO ₄	2	2	3	3	1	3	1	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Draping of Indian garment and western garment on flash figures	Salwar suit	B.N. 1,4
2			Lehnga Chunni	B.N. 1,4
3			Regional Dresses	B.N. 1,4
4			Sari	B.N. 1,4
CO: 1				
LO: Types of Indian garment on flash figure.				
5	1	Draping of Indian garment and western garment on flesh figures	Skirt Short and Long	B.N. 1,4
6			Top	B.N. 1,4
7			Evening Gown	B.N. 1,4
8			Jeans Capri	B.N. 1,2,4
Assignment: A1 – submission within three days				
CO: 1				
LO: Types of Western garment on flesh figure.				
9	2	Medium and color	Effects of medium	B.N. 3
10			Types of medium	B.N. 3
CO: 2				
LO: Effects & types of mediums.				
14	2	Medium and color	Using various medium	B.N. 3
CO: 2				
LO: Usage of various medium.				
17	2	Medium and color	Using Crayons, Oil pastel	B.N. 3
18			Using Pencils	B.N. 3
19			Using Microtip, Charcoal	B.N. 3
CO: 2				
LO: Color effect.				
24	2	Medium and color	Different color type and color	B.N. 3
25			Color wheel	B.N. 3
26			Achromatic color, pastel & dry pastel	B.N. 3
27			Complementary / contrast color	B.N. 3
			Color of rainbow	B.N. 3
:Assignment : A1 – submission within three days				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO:2				
LO: Color wheel.				
28	3	Garment design detail	Pencil skirt, umbrella skirt, circular skirt	B.N.1, 4
29			Mini and full skirt	B.N.1, 4
30			Asymmetrical Skirt, puff skirt	B.N.1, 4
CO: 2				
LO: Designing of types of skirt.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
35	3	Garment design detail	Decorative belt, plastic belt	B.N.1, 4
36			Stylish belt & leather belt	B.N.1, 4
37			Wooden belt	B.N.1, 4
CO: 3				
LO: Designing of types of belt.				
39	3	Garment design detail	Trouser executive pant	B.N.1, 2,4
40			Cargo pant	B.N.1,2, 4
Assignment: : A3 – submission within three days				
CO: 3				
LO: Designing of types of pant.				
43	4	Accessories design	Seasonal and festival jewellery	B.N.1, 4
44			Party wear jewellery	B.N. 1, 4
CO: 4				
LO: Draping garment with seasonal jewellery.				
48	4	Accessories design	Seasonal bags for different occasion	B.N.1, 4
49			Executive bags, tracking bag	B.N. 1, 4
CO: 4				
LO: Draping garment with seasonal bags.				
51	4	Accessories design	Children footwear	B.N.1, 4
52			Man’s footwear	B.N.1, 4
53			Woman’s footwear	B.N.1, 4
CO: 4				
LO: Draping garment with seasonal foot wears.				
58	4	Accessories design	Headgear & scarf’s of different seasons	B.N.1, 4
Assignment: : A4 – submission within three days				
CO:4				
LO: Draping garment with seasonal headgear & scarf’s.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration Today
2. Menswear : Suiting the customer(Suganne , Boswell)
3. The Complete Color (Suzzy , Chiarazzi)
4. Illustrating Fashion

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion Illustration .
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of illustration of Indian and western garment by draping using various color mediums, garment design detail, accessories illustration , portfolio presentation.			
Objective: The objective of this course is to develop skills of presenting and developing design ideas through portfolio presentation.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an theoretical knowledge of Garment designing details with indian and western garment draping ,Different types of flash figures,Print development, coloring and accessories	% students having an theoretical knowledge of indian and western garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student have basic theoretical knowledge about indian garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student need more efforts for Fashion Illustration

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Project
Class: PGDFDM – II Sem

Session: Jan –June

I: Course Objective:

To make them develop the creativity of the student combining all the aspects of Fashion Design with a focused thought process.

II: Examination:

The faculty member will award internal marks out of 50 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 50 marks. It will consist of 10 viva questions out of which student will be required to attempt all questions.

III: Course Outcomes (CO): Practical

- CO1 Conceptualizing with Inspiration
- CO2 Theme selection, understanding and developing mood
- CO3 Understanding and using of elements of design.
- CO4 Construction of the conceptual garment.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	3	1	3	1	2			2
CO ₂	3	1	3		3	2	1	2
CO ₃	3	3	2	2	1	3		
CO ₄	3	3	2	3		3		3

V: Session Plan:

Students takes inspirations to come out with new themes, following mood boards creations .On the basis of mood boards, they illustrate the garments using elements of design. Next they collect Fabric swatches, then out of those finalizing fabric swatches for final garment. Drafting patterns for finalized garment. Stitching and finishing the conceptualized garment.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Note:

1. There will be one major assignment, each student will be given separate topic for understanding the practical approach of Fashion Industry.
2. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
3. Final assessment on Presentation basis.

VII: Book Reference:

1. Fashion Magazines

VIII: Rubric for Internal Assessment:

Goal: Students develop the Practical and theoretical knowledge of all the fashion designing subjects and apply them together on their project work.			
Objective: the creativity of the student combining all the aspects of Fashion Design with a focused thought process.			
41-50 Marks	31-40 Marks	18-30 Marks	0-17 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an brief knowledge of Inspiration taking, Theme development, Mood-board creation, Design Development, Pattern making and construction.	% students having an knowledge of Inspiration taking, Theme development, Mood-board creation, Design Development, Pattern making.	% Student have basic knowledge Inspiration taking, Theme development, Mood-board creation, Design Development.	% Student need more efforts for design development skill.

IX: Scheme of Internal Marks:

Class Participation			Assessment	Total 100	Final Internal Marks Out of 50
Presentation Out of 15	Field Work Out of 15	Construction Out of 20	VIVA Out of 50		

**Dept. of Library and Information Sc., ISLE,
IPS Academy, Indore
B.Lib.I.Sc. Course**

Program Specific Outcome

1. To give the student an understanding of the basic principles and fundamental laws of Library science and changing role of Library in current society
2. To Provide high quality, effective and relevant instruction and experiences in a student-centered and technologically advanced learning environment
3. Effectively incorporate current and emerging relevant instructional and information technologies throughout the curriculum.
4. To train the students in information knowledge processing, organization and retrieval.
5. To provide basic knowledge of computer and its application in LIS activities.
6. Ensure that LIS students acquire the knowledge, skills, and values that are fundamental to professional competence in the library and information services field.
7. Provide general library skills and information literacy training for all students;
8. Develop a culture of assessment and continuous improvement.

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: New Horizon and Communication Skill
Class: PGDFDM – I Sem

Session: July– Dec.

I: Course Objective:

New Horizon in fashion designing & communication skills. Enhancement of thinking of the students and developing their skill of fashion design.

II: Examination:

The faculty member will award internal marks out of 20 (10(A) +10(B)) and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 (40(A)+40(B)) marks. It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding of fashion, design and fashion deign
- CO2 Accessory design with forecasting and entrepreneurship
- CO3 Fundamental and modern technique of Communication
- CO4 Student will feel confident in communicating their ideas & feelings

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3	2	1	2	3	3		2
CO2	1	3	3	1	3	3	2	3
CO3		2	3				3	3
CO4		2	3				3	3

V: Session Plan:

(A) New Horizon

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	The Nature of Fashion	Introduction of Fashion	B.N.13,14,15
2			Career in Fashion	B.N.7,8
CO: 1,3				
LO: Understanding terminology of fashion				
3	1	The Nature of Fashion	Fashion Terminology	B.N.13,15
4			Fashion history	B.N. 11,18
CO: 2				
LO: Fashion history & flashback				
5	1	The Nature of Fashion	Fashion pyramid- Hierarchy retailing of fashion	B.N 6,7,9
Assignment: A1 – submission within three days				
CO: 2				
LO: Hierarchy retailing of Fashion.				
6	2	Designing Principals, Fashion Show and Exhibition	Fashion Cycle and principle of designing	B.N. 2,8,20,14
7			Fashion clothing theories	B.N 5
CO: 2				
LO: Understanding principle of designing				
8	2	Designing Principals, Fashion Show and Exhibition	Organized fashion show	B.N 7,6,5,4
9			Fashion show PPT	B.N.6
CO: 2, 3				
LO: Importance role & participation in Fashion Shows.				
10	2	Designing Principals, Fashion Show and Exhibition	Components of fashion: Body analysis chart	B.N. 10 ,14
CO: 4				
LO: Focusing fashion components: Body analysis chart.				
11	2	Designing Principals, Fashion Show and Exhibition	Designing Principals of Fashion Exhibition	B.N. 2,6,14
Assignment: A2 – submission within three days				
CO: 4				
LO: Understanding Fashion Exhibition.				
12	3	Fashion Accessories	Introduction to principles of design	B.N 2,4,5
13			Balancing, proposition design	B.N 10, 13,14,15
14			Rhythm, emphasis and harmony in fashion	B.N 10, 13,14,15
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understanding fashion Accessories.				
15	3	Fashion Accessories	Role of trade organization	B.N 6,7,8,9
16			National and International trading organizations	B.N. 6,7
17			Branding for accessories	B.N 6,7,8,9
CO: 4				
LO: National & International brand for Accessories.				
18	3	Fashion Accessories	Personal grooming & make up	
			Workshop on Personal grooming and makeup	
CO: 4				
LO: Focus on importance of make-up & hairstyle.				
19	3	Fashion Accessories	Career and roles in Fashion forecasting.	B.N 1, 3
20			PPT	B.N 1, 3
Assignment: A3 – submission within three days				
CO: 4				
LO: Understanding fashion forecasting.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Forecasting(Rita Perna)
2. Fashion Design
3. Fashion Forecasting
4. Beyond Design
5. Costume and Fashion
6. Fashion from concept to consumer
7. The Business of Fashion
8. How Fashion works
9. Fashion Retailing : A Multi channel Approach (Ellen , Diamond)
10. Inside Fashion Design (Sharon Lee , Tate)
11. 1920,s Fashion Design
12. Dimensional Color(Lois , Swirnoff)
13. Encyclopedia of Fashion Details
14. Introduction to Fashion design
15. Dictionary of Fashion
16. Survey of Historic costume

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of marketing environment.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand what is Fashion, Fashion Terminology, Fashion Shows, Designing Principles ,Career and roles in Fashion Industry .			
Objective: Students gain understanding of analytical thinking and boost their imagination and creative power for enhancing the designing skills.			
9-10 Marks	7-8 Marks	4-6 Marks	0-3Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Fashion Designing with brief knowledge of Designing Principle and can create ideas from different themes .	% students having an understanding of Fashion Designing with brief knowledge of Designing Principle.	% Student have basic understanding about designing concept	% Student need more efforts for Design concept .

(B)Communication Skill

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Fundamental of Business Communication& Modern Techniques of Communication	General introduce on Communication	B.N 2, 4
2			Techniques of Communication	B.N 2,4
CO: 1,3				
LO: The student will be able to communicate effectively in the professional world.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3	1	Fundamental of Business Communication& Modern Techniques of Communication	Written communication	B.N 2,4
4			Principles of Communication elements of letters	B.N 2 , 3
Assignment: A1 – submission within three days				
CO: 1				
LO: They will be able to use modern information technology effectively.				
5	2	Fundamental of Effective Business Writing	Business letter writing	B.N 1
6			Letters – Enquiry, complaint	B.N 1
7			Letters – Order, Quotation	B.N 1
8			Resume	B.N 1
CO: 2				
LO: The students will be able to state the meaning of business correspondence and its importance. They will be describe the essential qualities of good business letter.				
9	2	Fundamental of Effective Business Writing	Letters of introduction and follow up letters	B.N 1
10			Interview letters and appointment letters	B.N 1
Assignment: A2 – submission within three days				
CO: 2				
LO: The students will acquire various specific features of writing effective resume & job application letter.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Business Correspondence & report writing (R.C Sharma & Krishna Mohan)
2. Effective Technical Communication (Rizvi)
3. Business Communication Today (Bovee Thill)
4. Communication (Dr. C.S Raydu)

VII: Note:

5. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
6. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Fashion Industry

7. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
8. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Modern techniques of Effective Business Communication for Fashion Industry .			
Objective: The objective of this foundational course is to develop of the second language. It will help the learner to develop the use of the four fundamental language skills. reading, writing, listening & speaking.			
9-10 Marks	7-8 Marks	4-6 Marks	0-3Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Modern technique of effective business communication and fundamentals of effective Business writing	% students having an understanding of Effective Communication .	% Student have basic understanding about Business Communication skills.	% Student need more efforts for Business Communication skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment	Total 100	Final Internal Marks Out of 20 (10+10)
Presentation Out of 20	Quiz Out of 40	Assignment Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 6 practical questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Fashion illustration of flash figure in different views including basic sketching techniques
- CO2 Facial features expression, hairstyle illustration in different angles
- CO3 Full body parts moments fashion figure illustration
- CO4 Illustration of active wear drapping and basic Indian & Western garment drapping

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3	2	1				
CO2			3		3			
CO3		3				1		
CO4	1	2	2		3	3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1.	1	Illustration of normal and fashion flash figure in different view	Fashion flash figure & normal figure	B.N 2
2.			Side view	B.N 2
3.			Tilted view (1) (Block)	B.N 2
4.			Figure in different position	B.N 2
5.			Back View (Block)	B.N 2
CO: 1				
LO: Fashion illustration of flash fashion figure different view.				
6.	1	Illustration of normal and fashion flash figure in different view	Tilted view (2) (Block)	B.N 2
7.			Tilted view (3) (Block)	B.N 2
8.			Tilted view (4) (Block)	B.N 2
9.			$\frac{3}{4}$ th view (Block)	B.N 2
CO: 1				
LO: Basic sketching and technique.				
10.	1	Illustration of normal and fashion flash figure in different view	Sketching with lines	B.N 2
11.			Basic sketching with checks	B.N 1,2
12.			Simple checks	B.N 1,2
13.			Diagonal lines	B.N 1,2
14.			Diagonal checks	B.N 1,2
CO: 1				
LO: Focusing on motif collection (National & International) using microtip pen.				
15.	1	Illustration of normal and fashion flash figure in different view	National motif collection	B.N 1
16			International motif collection	B.N 1
Assignment: A1 – submission within three days				
CO: 1				
LO: Facial features illustrations with different views.				
17	2	Facial feature and hair style	Introduction to	B.N1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
	18		facial features	
18			Facial features front side face	B.N1,3
19			¾ pose	B.N1,3
CO: 2				
LO: Focus on expressions with hairstyles.				
20	2	Facial feature and hair style	Expression with Hairstyles (1)	B.N1,3
21			Expression with Hairstyles (2)	B.N1,3
CO: 2				
LO: Focus on illustration of different facial features.				
22	2	Facial feature and hair style	Eyes, Nose	B.N1,3
23			Ears, Head	B.N1,3
24			Mouth	B.N1,3
Assignment: A2 – submission within three days				
CO: 2				
LO: Focus on illustration of traditional & western hairstyle.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
25	3	Hand and legs movement with colors	Hand movements (Skin Color)	B.N1,3
26			Full Arm movements	B.N1,3
CO: 3				
LO: Full arms & legs movement with skin color.				
27	3	Hand and legs movement with colors	Hand and Legs	B.N1,3
28			Foot Movements	B.N1,3
29			Leg Movements	B.N1,3
CO: 3				
LO: Hand & Legs movement illustration with skin color.				
30	3	Hand and legs movement with colors	Upper body Illustration	B.N1,3
31			Upper body movement with skin color	B.N1,3
CO: 3				
LO: Upper body illustrations				
32	3	Hand and legs movement with colors	Fashion figure nude	B.N1,3
33			Fashion figure nude with skin color	B.N1,3
Assignment: A3 – submission within three days				
CO: 3				
LO: Fashion figure nude illustrations.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
34	4	Draping of wear	One Piece	B.N1,3
35			Two Piece	B.N1,3
CO: 4				
LO: Draping of swim wear – One piece & Two piece.				
36	4	Draping of wear	Men's sports wear	B.N1,3,4
37			Women's sports wear	B.N1,3
CO: 4				
LO: Draping of sports wear – Men's & Women.				
38	4	Draping of wear	Basic Indian Garment	B.N1,3
39			Draping Indian Garment	B.N1,3
CO: 4				
LO: Basic Indian garment draping.				
40	4	Draping of wear	Basic Western Garment	B.N1,3
41			Draping Western Garment	B.N1,3
Assignment: A4 – submission within three days				
CO: 4				
LO: Basic Western garment draping.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration (Collin Barnes)
2. Nine Heads a guide to Drawing Fashion
3. Figure Drawing for Fashion Design
4. Menswear : Suiting the customer(Suganne , Boswell)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion illustration.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic sketching and technique ,fashion figures ,Figures movements.			
Objective: To develop their perception about balance and proportion by illustration,make them understand human figures in different views as well as positions.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools and technique of different body parts movement with draping of different garments .	% students having an brief knowledge of illustration of human figure and basic draping of garment	% Student have basic understanding about basic fashion illustration	% Student need more efforts for fashion illustration skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Theory illustrations of fashion. Figure is different views using various sketching mediums
- CO2 Understanding garment design details on different body parts
- CO3 Understanding of basic garment draping covering all active wear male & female, along with Indian and western garment
- CO4 Illustrations of creative texture & prints including traditional & other print details

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3	2			2		1
CO2	3	3	3			2		1
CO3		2	3		3			2
CO4	1				3	3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Fashion Illustration	Human body detailed study	B.N 2
2			Consideration in making clothing	B.N 2
CO: 1				
LO: Brief study of human body parts.				
3	1	Fashion Illustration	Discuss about fashion illustration	B.N 2
4			Normal & flesh figure	B.N 7
5			Front & Back figure	B.N 7
6			Side, normal & fashion figure	B.N 7
CO: 1				
LO:				
7	1	Fashion Illustration	¾ view	B.N 7
8			Lines, Diagonal	B.N 1,7
9			Checks, simple checks	B.N1, 7
CO: 1				
LO: Normal & flesh fashion figure illustration in different views.				
10	1	Fashion Illustration	Pencils, 6B Pencils	B.N. 9
11			Charcoal, Wax	B.N. 9
12			Marker , Microtip pen	B.N. 9
CO: 2				
LO: Uses of different Mediums				
13	1	Fashion Illustration	National Motifs	B.N. 7,8,9
14			International Motifs	B.N. 7,8,9
Assignment: A1 – submission within three days				
CO: 2				
LO: National & International motif collection using microtip pen.				
15	2	Garment Design Details	Necklines (Front)	B.N. 1,2,6
16			Back neck lines	B.N. 1,2,6
17			Yoke details	B.N. 1,2,6
CO: 2				
LO: Types of neckline details as well as color details on fashion figure.				
18	2	Garment Design Details	Sleeves – Petal/Tulip/Kimono	B.N. 1,2,6
19			Sleeves- bell Juliet/ short	B.N. 1,2,6
20			fitted full sleeve	B.N. 1,2,6
CO: 2				
LO: Types of sleeves illustration on fashion figure.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
21	2	Garment Design Details	Casual Cuff	B.N. 1,2,6
22			Elegant Cuff	B.N. 1,2,6
CO: 2				
LO: Types of cuffs detailing on fashion figure.				
23	2	Garment Design Details	Patch pocket, flap pocket	B.N. 1,2,6
24			Inside flap pocket, Cargo	B.N. 1,2,6
Assignment: A2 – submission within three days				
CO: 2				
LO: Types of pocket detailing on fashion figure.				
25	3	Draping	Men’s sportswear	B.N 4,5,8
26			Women’s sportswear, One piece ,Two piece	B.N 4,5
CO: 3				
LO: Draping of sportswear – Men’s & Women & swimwear – One piece & Two piece.				
27	3	Draping	Draping Indian garments	B.N 4,5
28			Draping Western garments	B.N 4,5
CO: 3				
LO: Basic garment draping both Indian & Western garments.				
29	3	Draping	Creative Texture – 5 Types	B.N 3,6
30			Creative Texture – 5 Types	B.N 3,6
Assignment: A3 – submission within three days				
CO: 3				
LO: Study of creative texture & prints.				
31	4	Different creative Textures	Introduction to textures/prints	B.N 3,6
32			Prints- Traditional – Batik, Tie & Dye Block printing and Paining	B.N 3,6
33			Floral, Geometric, Animal Print	B.N 3,6
CO: 4				
LO: Focusing on creative textures of ten types.				
34	4	Different creative Textures	Create traditional & nontraditional prints	B.N 3,6
Assignment: A4 – submission within three days				
CO: 4				
LO: Focusing on traditional & nontraditional prints.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration (Collin Barnes)
2. Figure Drawing for Fashion (Iasao Yajima)
3. Indian Textile Prints
4. Fashion Illustration Today
5. The complete Costume History
6. Rendering fashion , fabric & Paints(M. Kathleen , Claussy & Steve , Greenberg)
7. Nine Heads a guide to Drawing Fashion
8. Menswear : Suiting the customer(Suganne , Boswell)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion illustration..
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic sketching and technique ,fashion figures ,Figures movements.			
Objective: To develop their theoretical knowledge about balance and proportion by illustration,make them understand human figures in different views as well as positions.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools and technique of different body parts movement with draping of different garments .	% students having an brief knowledge of illustration of human figure and basic draping of garment	% Student have basic understanding about basic fashion illustration	% Student need more efforts for fashion illustration skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fundamental of Apparel Construction
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Basic techniques of hand and machine sewing
- CO2 Types of collars used in various garments
- CO3 Types of opening in garments
- CO4 Drafting cutting and construction of ladies and men's wear

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1		2						3
CO 2		2		2	2	2		3
CO 3		1			1	2		3
CO 4		3	2			2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Basic techniques of construction	Basic hand stitches – Basting, overcasting, hemming, lock stitch, eyehole, seam, button hole	B.N. 1,2
2			Seams - Plain seam, French seam, lapped seam, counter seam, bound seam, top seam, piping	B.N. 1,2
3			Facing and zip attaching	B.N. 1,2
CO: 1				
LO: Basic hand stitch used in garment construction.				
4	1	Basic techniques of construction	Tucks - Straight pin tucks, diagonal pin tucks, checked pin tucks, blind tucks	B.N. 1,2
5			Pleats – Knife pleat, box pleat, inverted box pleat, permanent pleat	B.N. 1,2
6			Pocket – Patch pocket, slant pocket , welt pocket	B.N. 1,2
7			Dart and gathering - Single pointed dart, double pointed dart, plain gathers, novelty gathers	B.N. 1,2
CO: 1				
LO: Basic machine seam used in garment construction.				
8	1	Basic techniques of construction	Zip – Simple Zip	B.N. 1, 2
9			Hidden Zip	B.N. 1, 2
Assignment: A1 – submission within three days				
CO:1				
LO: Types of pocket and Zip attaching				
10	2	Different types of collar and stand collar	Different type of collar Peter pen, reverse and shawl collar	B.N. 1, 2,3,6
CO: 1				
LO: Flat collar and roll collar.				
11	2	Different types of collar and stand collar	Type of Yoke - Upper garment yoke lower garment yoke	B.N. 1, 2,3,6
12			Type of Sleeve – plain sleeve, puff sleeve, flared sleeve	B.N. 1, 2,3,6
13			Bell sleeve, patel sleeve, cap sleeve	B.N. 1, 2,3,6
14			Kimono , Magyar, dolman and raglan sleeve	B.N. 1, 2,3,6
CO: 2				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Upper garment yoke and lower garment yoke.				
15	2	Different types of collar and stand collar	Kimono , Magyar, dolman and raglan sleeve	B.N. 1, 2,3,6
CO: 2				
LO: Set in sleeves and bodice combination sleeve.				
16	2	Different types of collar and stand collar	Stand collar and shirt collar	B.N. 4
Assignment: A2 – submission within three days				
CO: 2				
LO: Stand collar and shirt collar.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
17	3	Opening	Opening – Standard center opening shirt front opening	B.N. 1,2
LO: Standard centre opening.				
18	3	Opening	Double breasted opening	B.N. 1,2
LO: Double breasted opening.				
19	3	Opening	Asymmetrical opening	B.N. 1, 2
LO: Asymmetrical opening.				
20	3	Opening	Shirt front opening	B.N. 1, 2
Assignment: A1 – submission within three days				
CO:3				
LO: Shirt front opening.				
44	4	Drafting ,cutting & stitching	Basic body block – Layout on fabric marking and stitching and attached on body	B.N. 1, 2, , 4
45			Basic sleeve block – Layout on fabric marking cutting and attached on body	B.N. 1, 2
CO:4				
LO: Drafting of basic / personalize bodice block or garment pattern., marking & cutting of Basic block/garment				
	4	Drafting ,cutting & stitching	Garment construction- Kids Garments	B.N 7,10
			Drafting of personalize bodice block or garment pattern	B.N 7,10
22			Basic skirt block- Layout on fabric making cutting and attached with body or stitched separately	B.N 7,10,2
23			Garment construction – kids	B.N 7,10

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			garment	
24			Jhabla – Drafting, layout, marking and cutting of jhabla	B.N 7,10
25			Stitching and finishing of Jhabla	B.N 7,10,2
26			Baby frock – Drafting, layout, marking and cutting of frock	B.N 7,10
27			Stitching and finishing of frock	B.N 7,10,2
28			Ladies garment – Upper body garment -Top	B.N 4,8
29			Stitching and finishing of Top	B.N 4,8,2
30			Shirt – Drafting, layout, marking and cutting of shirt	B.N 6
31			Stitching prepare finish all component of shirt	B.N 6 ,2
32			Attached all component to complete shirt and finishing process	B.N. 1, 2, , 4
33			Kurta - Drafting, layout, marking and cutting of kurta	B.N 4,8,9
34			Stitching and finishing of kurta	B.N 4,8,2
35			Blouse - Drafting, layout, marking and cutting of blouse	B.N 4,8
36			Stitching and finishing of blouse	B.N 4,8,2
37			Lower Garment – Skirt - Drafting, layout, marking and cutting of skirt	B.N 4,8
38			Stitching and finishing of skirt	B.N 4,8,2
39			Trouser - Drafting, layout, marking and cutting of Trouser	B.N 6
40			Finished all component separately for trouser	B.N 6,2
41			Attached component to finish trouser	B.N 6,2,5
42			Chodidar - Drafting, layout, marking and cutting of Chodidar	B.N 4,8
43			Stitching and finishing of Chodidar	B.N 4,8,2
Assignment: A4 – submission within three days				
CO:4				
LO: Drafting of basic / personalize bodice block or garment pattern., marking & cutting of Basic				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
block/garment & Construction technique of garment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The Sewing Book (Alison Smith)
2. The Sewing Book (DK)
3. Complete guide to Sewing Pattern Making for Fashion Design
4. Pattern Making for Fashion Design (Armstrong)
5. Apparel Manufacturing : Sewn Product Analysis
6. Metric Pattern Cutting for Menswear
7. Singer : Sewing for children
8. Pattern Drafting for dressmaking.
9. Dress Pattern designing: the basic principles of cut and fit
10. Pattern Design for Childrens clothes

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand basic cutting & sewing techniques of different garment components.			
Objective: To develop their skill of Apparel Construction with traditional & advanced techniques as well as technologies.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of traditional & advanced techniques as well as technologies for construction of Fashion Garments.	% students having an brief knowledge of traditional & advanced techniques as well as technologies for Basic garments.	% Student have understanding about traditional & advanced techniques as well as technologies basic cutting and sewing.	% Student need more efforts for Construction skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fundamental of Apparel Construction
Class: PGDFDM – I Sem

Session: Jul. – Dec.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding tools equipments and machinery of apparel construction
- CO2 Understanding measuring, cutting and sewing techniques
- CO3 Understanding History of Fashion
- CO4 Understanding textile for Garment Designing

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3		3				
CO2		3		2				3
CO3	1		2	3	3			
CO4		2	3	3		1		1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Tools and equipment for construction and measurement	Cutting Tools- scissor, shear, round knife	B.N. 2
2			Cutter band knife cutter, flat bad cutter, soft ware used in apparel	B.N. 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			industry for cutting	
3			Drafting measuring and making tools	B.N. 2
4			Drafting Tools- L shape scale, hip curve, French curve, grading ruler, leg shaper pattern master, mechanical pencil, graph paper, brown paper	B.N. 2
CO: 1				
LO: Describe measuring tools and equipment with their uses.				
5	1	Tools and equipment for construction and measurement	Measuring tools – measuring tape & marking tools – tailing chalk, marking pen, marker for apparel industry other techniques of marking	B.N. 2
CO: 1				
LO: Describe drafting tools and equipment with their uses.				
6	1	Tools and equipment for construction and measurement	Body Measurements – Horizontal measurements Vertical measurements Circumference measurements	B.N. 2
7			Ready garment measurements and standard measurement how to take measurements from ready garment, personalize measurements standard measurement chart	B.N. 2
8			Sequence of recording measurements – recording measure for upper body garments in order	B.N.2
9			Recording measurements for upper body garments in order	B.N. 2
10			Measurements for sleeve	B.N. 2
CO: 1				
LO: Describe cutting tools and equipment with their uses.				
11	1	Tools and equipment for construction and measurement	Direct and indirect measurements – Understanding direct measurements, indirect measurements , Standard measurements	B.N. 2
Assignment: A1 – submission within three days				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Describe sewing equipment tools with their uses.				
12	2	Garment Designing	Impact of texture color & print to designing of kids wear according occasion	B.N. 2
CO: 2				
LO: Describe impact of color of garment designing.				
13	2	Garment Designing	Impact of texture to designing of ladies wear according to party	B.N 2
CO: 2				
LO: Describe impact of texture of garment designing.				
14	2	Garment Designing	Impact of color and print to designing of ladies wear according to party	B.N. 2
Assignment: A2 – submission within three days				
CO: 2				
LO: Describe impact of print of garment designing.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
15	3	Regional Dresses	Men’s regional dresses of North Indian states J&K, Himachal, Punjab, Haryana, Rajasthan	B.N. 3,5
16			Women’s regional dresses of North Indian states J&K, Himachal, Punjab, Haryana, Rajasthan	B.N. 3,5
CO: 3				
LO: Describe traditional and tribal costumer of North Indian States.				
17	3	Regional Dresses	Men’s regional dresses of Gujarat, MP, Chhattisgarh, Goa	B.N. 5
18			Women’s regional dresses of Gujarat, MP, Chhattisgarh, Goa	B.N. 5
CO: 3				
LO: Describe and tribal customer of West Indian States.				
19	3	Regional Dresses	Men’s regional dresses of East Indian states Sikkim, Assam, Arunachal, Meghalaya, Mizoram, Tripura, Nagaland, Manipur	B.N. 5
20			Women’s regional dresses of East Indian states Sikkim,	B.N. 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			Assam, Arunachal, Meghalaya, Mizoram, Tripura, Nagaland, Manipur	
CO: 3				
LO: Describe traditional and tribal costumer of East Indian States.				
21	3	Regional Dresses	Men’s regional dresses of South Indian states – Maharashtra, Arunachal Pradesh, Tamil Nadu, Kerala, Karnataka	B.N. 5
22			Women’s regional dresses of South Indian states – Maharashtra, Arunachal Pradesh, Tamil Nadu, Kerala, Karnataka	B.N. 5
Assignment: A3 – submission within three days				
CO: 3				
LO: Describe traditional and tribal costumer of South Indian States.				
23	4	Trimming materials- Introduction of material type of trimming material	Introduction of trimming materials types of trimming materials used and importance in garment	B.N. 1
CO: 4				
LO: Introduction of trimming materials and describe types of trimming material.				
24	4	Trimming materials- Introduction of material type of trimming material	Compulsory trimming material	B.N. 1
CO: 4				
LO: Compulsory trimming materials and uses in garment.				
25	4	Trimming materials- Introduction of material type of trimming material	Decorative trimming material	B.N. 1
Assignment: A4 – submission within three days				
CO: 4				
LO: Decorative trimming materials and uses in design of garment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The Sewing Book (Alison Smith)

2. Pattern Making for Fashion Design
3. The complete costume history
4. Dress Fitting
5. Handicrafts of Rajasthan
6. Dress Pattern designing: the basic principles of cut and fit

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual, each group will be given separate topics for understanding the practical approach of Apparel Construction
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand tools, equipments, standard measurements, fitting techniques, trimming materials, regional dresses.			
Objective: To develop their skills and analytical capabilities of construction for Apparel industry.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools, equipments, standard measurements, fitting techniques, trimming materials, regional dresses.	% students having a brief knowledge of tools, equipments, trimming materials, regional dresses, standard measurements	% Student has understanding about tools, equipments, trimming materials,	% Student need more efforts for Construction skills.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Jewellery Designing (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

Enhancement of the creativity with various mediums

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Design inspiration jewellery, research & understanding the basic toolkit
- CO2 Techniques of jewellery making
- CO3 Principle & elements of jewellery design
- CO4 Career opportunities in jewellery design

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, And LOW-1

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1	3		2		3			
CO2		3		3		2		2
CO3	2		3	2	1	3		1
CO4	2	1					3	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Jewels- Metal Carat and Stone	Jewellery tools and equipments	B.N. 2
2			Jewellery sizes all types of beads, Jewellery material	B.N. 2
3			Different Jewels element and new creations	B.N. 2

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Jewellery tools & equipments.				
4	1	Jewels- Metal Carat and Stone	Terminologies used in Jewellery designing	B.N. 2
5			Metal- Study of different metal, precious metal	B.N. 2
6			Introduction of metal, types of metal color	B.N. 2
7			Jewellery based metal, branded jewellery	B.N. 2
CO: 1				
LO: Types of handling Metal.				
8	1	Jewels- Metal Carat and Stone	Astrology of Carat, Study of carat, gold carat	B.N. 2
9			Precious stone's carat and effect of carat	B.N. 2
CO: 1				
LO:. Types of handling carat.				
10	1	Jewels- Metal Carat and Stone	Introduction of stone and source of stone	B.N. 2
11			Classification of stone and study of different stone	B.N. 2
Assignment: A1 – submission within three days				
CO: 1				
LO: Types handling of stones.				
12	2	Principal and elements	Different technique of Jewellry making and element	B.N. 2
13			Drilling techniques	B.N. 2
14			Saw piercing technique	B.N. 2
15			String beads technique	B.N. 2
CO: 2				
LO: Drilling Technique, saw piercing technique and string beads technique.				
16	2	Principal and elements	Study of traditional and modern Jewellery	B.N. 2
Assignment: A2 – submission within three days				
CO: 2				
LO: Traditional and Modern Jewellry.				
17	3	Astrology and jewellery	Jewels and jewellery in astrological light and usage of	B.N. 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			astrology	
CO: 3				
LO: History of jewellery design.				
18	3	Astrology and jewellery	Details of astrology	B.N. 4
CO: 3				
LO: Astrology and Jewellery design				
19	3	Astrology and jewellery	Jewellery design according to costume and fashion	B.N. 4
Assignment: A3 – submission within three days				
CO: 3				
LO: Fashion & costume jewellery design.				
20	4	Scope and prospects	Scope of national brands of jewellery	, B.N. 4
CO: 4				
LO: Study of national brands of jewellery.				
21	4	Scope and prospects	Scope of International brands of jewellery	B.N. 4
CO: 4				
LO: Study of International brands.				
22	4	Scope and prospects	Scope of freelance jewellery designs	B.N. 4
			Theme based jewellery designs.	
CO: 4				
LO: Freelance jewellery designs and Theme based jewellery designs.				
23	4	Scope and prospects	Career opportunities in jewellery designing and jewellery markets	B.N. 4
Assignment: A4 – submission within three days				
CO: 4				
LO: Career in Jewellery designing				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Costume Textiles & Jewellery of India
2. Making beads and wire jewellery (Don , Cusick)
3. 20th Century Jewellery : The complete source book (John Peacock)
4. Fashion Magazines

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of jewellery designing.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to understand tools, equipments, principles and elements, jewellery materials, astrological impact of stones.			
Objective: To develop their Theoretical knowledge of jewellery designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an Theoretical knowledge, tools, equipments, principles and elements, jewellery materials, astrological impact of stones.	% students having a Theoretical knowledge, tools, equipments, principles and elements, jewellery materials,	% Student has Theoretical knowledge, tools, equipments, jewellery materials	% Student need more efforts for Theoretical knowledge of Jewellery designing.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Jewellery Designing (Practical)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

Enhancement of the creativity with various mediums

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Traditional Jewellery design & construction
- CO2 Modern Jewelry design & construction
- CO3 Eco-friendly & other material jewellery design & construction
- CO4 Indo western jewellery design & construction

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	1	2	1	3	3			3
CO ₂	1	2		3				3
CO ₃	1	3		3	3	1		3
CO ₄	1	3		3	3	1		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Traditional Jewellery designing	Making occasional and tribal jewellery of North Indian state	B.N. 1,2,4
2			Coloring occasional and tribal jewellery of North Indian state	B.N. 1, 2,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Occasional and tribal jewellery of North Indian state.				
3	1	Traditional Jewellery designing	Making occasional and tribal jewellery of South Indian state	B.N. 1, 2,4
4			Coloring and decoration occasional and tribal jewellery of South Indian state	B.N. 1, 2,4
CO:1.				
LO: Types of handling Metal.				
5	1	Traditional Jewellery designing	Making occasional and tribal jewellery of West Indian state	B.N. 1, 2,4
6			Coloring and decoration occasional and tribal jewellery of West Indian state	B.N. 1, 2,4
CO:1				
LO:. Occasional and tribal jewellery of West Indian state.				
7	1	Traditional Jewellery designing	Making occasional and tribal jewellery of East Indian state	B.N. 1, 2,4
8			Coloring and decoration occasional and tribal jewellery of East Indian state	B.N. 1, 2,4
Assignment : A1 – submission within three days				
CO: 1				
LO: Occasional and tribal jewellery of East Indian state.				
9	2	Fashion & Costume jewellery designing and construction	Designing and making of Metal jewellery	B.N.1, 2,3, 4
CO: 2				
LO: Jewellery design and construction with Metal.				
10	2	Fashion & Costume jewellery designing and construction	Collection of carat (Artificial)	B.N. 1, 2, ,
11			Designing and making of Metal jewellery	B.N. 1, 2
CO:2				
LO: Jewellery design and construction with Carat.				
12	2	Fashion & Costume jewellery designing and construction	Design and construction with Stones and other material	B.N.1,2,3, 4
Assignment: A2 – submission within three days				
CO: 2				
LO:. Jewellery design and construction with Stones.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
13	3	Clay & Paper	Making clay jewellery	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
14		jewellery	Coloring paper and clay jewellery	B.N. 1,3
15			Making wooden jewellery	B.N. 1,3
16			Decoration and coloring	B.N. 1,3
CO: 2				
LO: Jewellery design and construction with Clay and Wood.				
17	3	Clay & Paper jewellery	Drafting waste paper and quelling jewellery	B.N. 1,3
18			Making waste paper jewellery	B.N. 1,3
CO: 3				
LO: Jewellery design and construction with paper.				
19	3	Clay & Paper jewellery	Making all types of thread jewellery	B.N. 1,3
20			Thread jewellery – earring, necklace, bangles and anklet	B.N. 1,3
21			Fabric jewellery – earring, necklace, bangles	B.N. 1,3
CO:3				
LO: Jewlry design and construction with different types of thread and fabric.				
22	3	Clay & Paper jewellery	Making all type Indo western jewellery	B.N. 1, 3
Assignment: A3 – submission within three days				
CO: 3,4				
LO: Indo western designs.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Costume Textiles & Jewellery of India
2. Making beads and wire jewellery (Don , Cusick)
3. 20th Century Jewellery : The complete source book (John Peacock)
4. Fashion Magazines

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of jewellery designing..

3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to apply tools, equipments, principles and elements, jewellery materials, astrological impact of stones.			
Objective: To develop their Practical skills and capabilities of jewellery designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding use of tools, equipments, principles and elements, jewellery materials, astrological impact of stones.	% students having a understanding use of ,tools, equipments, principles and elements, jewellery materials,	% Student has understanding use of tools, equipments, jewellery materials	% Student need more efforts for understanding use of Jewellery designing.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Ornamentation Techniques (Practical)
Class: PGDFDM – I Sem

Session: Jul. – Dec.

I: Course Objective:

To make the students understand the technique the value addition to the design for mass acceptability in the market.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Understand hand and machine embroidery
- CO2 Understanding hand and machine fabric printing techniques
- CO3 Understanding fabric painting techniques
- CO4 To study of textile for texture knowledge

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	3	1	3				3
CO 2	1	3	2	3	3	1		3
CO 3	1	3	2	3	3	1		3
CO 4	2			2	1	1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Embroidery	Embroidery – Hand needle different types of stitches by needle Basic stitches- Even running, uneven running stitch back stitch	
2			Cable chain, stem , lazy-dazy, French knot	
3			Bullion , chickenkari, long French knot, fly	
4			Father, magic chain, couching, fish bone, split chain, phulkari, kasuti	
5			Cast on, picot, basket, cross	
6			Sunflower rosette, satin stitch	
7			Kamal Kashida, spider web, button hole	
8			Open chain, ladder stitch, mirror work with chain, herring bone and button hole stitch	
9			Ribbon embroidery – Rose, lazy-dazy, zigzag, fly and ribbon work	
10			Bead work – Moti bharat, back stich, straight stitch cutdana work	
11			Appliqué work – Border and flower	
CO: 1				
LO: Practice basic and decorative stitches using in Embroidery by hand needle.				
12	1	Embroidery	Embroidery – Aari work Practice of basic chain stitch by Aari	B.N. 3,4
13			Filling stitch on different shaped tikki on motif filling	B.N. 3,4
14			Bead work by Aari, Cutdana, work by aari Salma, Sitara and Kalabattu work by aari	B.N. 3,4
15			Zari and Zardozi work by aari	B.N. 3,4
CO: 1				
LO: Practices different types of stitching by Aari.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16	1	Embroidery	Machine embroidery – Adjustment of different stitches on machine	B.N. 3,4
17			Practices of machine embroidery with different motif and design	B.N. 3,4
18			Practices of machine embroidery on different types of fabric texture	B.N. 3,4
Assignment: A1 – submission within three days				
CO:1				
LO:. Practices different types of stitches by Machine.				
19	2	Printing”	Hand printing block printing – select of blocks for design, prepare color paste for printing prepare fabric for printing, printing procedure, single color block printing and double color printing method	B.N. 1, 2
CO: 2				
LO: Practice of fabric hand blocks printing.				
20	2	Printing”	Screen printing - Making of screen oil paint method design transfer on screen by tracing method, covered area of screen by oil paint except the design	B.N. 2, 4
21			Oil paint double coating for filling holes on screen	B.N. 1, 2, , 4
22			Prepare color for screen printing, prepare fabric for screen printing procedure of screen printing single color and double color	B.N. 4
23			Making screen by design exposing method laying and coating of sensitizer on screen	B.N. 1, 2, 4
24			Transfer design on tracing paper for printing , making design negative (filling design by black water proofing	B.N.1,2
25			Exposing screen washing method prepare fabric for printing, prepare color for printing, printing procedure of screen printing with single and double	B.N. 2, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			color	
CO: 2				
LO: Practice of fabric screen printing.				
26	2	Printing”	Stencil printing- Transferring design for stencil making on HP sheet or drawing sheet, cutting design with sharp cutter	B.N. 1, 2, , 4
27			Prepare color for printing prepare fabric for print squeeze and spread method printing on fabric	B.N. 1, 2
28			Spray method of stencil printing on fabric with single and double color and shading	B.N. 1, 4
CO: 2				
LO: Practice of fabric stencil printing.				
29	2	Printing”	Batik printing - Prepare fabric for batik printing selection and transferring design on fabric by tracing method waxing process	B.N. 4
30			Double coating of wax on design	B.N. 2, 4
31			Prepare first base color and salt color for first dip and second dip for batik dying	B. N.1, 3, 5
32			Prepare second base color and salt color for first dip and second dip for batik dying	B.N. 1, 2
33			Remove wax by boiling and pressing method	B. N.1, 3, 5
CO:				
LO:. Practice of batik dyeing and printing method by step by step.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
34	2	Printing”	Tie and Dye – Prepare fabric for tie and dye – different types of folding techniques for tie fabric	B.N.1,2, 7
35			Different types of gathering , stitching tie technique of tying fabric	B.N.1,2, 7
36			Tying knot with using different material	B.N.1,2, 7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
37			Prepare color for dying, single color	B.N.1,2, 7
38			Dying double and triple color fixing and finishing process	B.N.1,2, 7
39			Machine – printing roller printing process by roller, creating texture and effect by roller using block screen printing color	B.N.1,2, 7
Assignment: A2– submission within three days				
CO: 2				
LO: Practice of fabric tie & dye method step by step.				
40	3	Painting	Fabric painting – Prepare fabric select transfer of design, painting process with different strokes, shading and precautions.	B.N. 6
41			Nib Painting – Selection and transfer of design for painting and painting process with precautions	B.N. 6
CO: 3				
LO: Practice of fabric painting with different effect.				
42	3	Painting	Glass painting – Select and transfer of design on glass (Or HP sheet) for painting. Painting process with precaution	B.N. 6
CO: 3				
LO: Practice of glass painting using glass and without glass.				
43	3	Painting	Nib painting – Select and transfer of design on nib for painting. Painting process with precaution	B.N. 6
CO: 3				
LO: Practice of nib painting with special tools.				
44	3	Painting	Cone painting – Select and transfer of design on cone for painting. Painting process with precaution	B.N. 6
Assignment: A3 – submission within three days				
CO: 3				
LO: Practice of cone painting.				
45	4	Various fabrics swatches collection & texture knowledge	Showing different types of cotton fabric for texture	B.N 8
46			Describe their composition ,	B.N 8

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			weaving and making process	
CO: 4				
LO: Understanding and knowledge of fabric texture of different types of cotton fabrics.				
47	4	Various fabrics swatches collection & texture knowledge	Showing different types of silk fabric for texture	B.N 8
48			Describe their composition , weaving and making process	B.N 8
CO: 4				
LO: Understanding fabric texture of silk fabrics.				
49	4	Various fabrics swatches collection & texture knowledge	Collection of fabric swatches and trimming materials	B.N 8
50			Showing different types of synthetic fabric for texture	B.N 8
51			Describe their composition , weaving and making process	B.N 8
CO: 4				
LO: Understanding fabric texture of synthetic fabrics.				
52	4	Various fabrics swatches collection & texture knowledge	Showing different types of fabric texture and weaving used in fabric	B.N 8
Assignment: A4 – submission within three days				
CO: 4				
LO: Understanding fabric texture of different types of weaved used in fabric.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The color book of the Dyeing & Batik
2. Tie Dyed Textile of India
3. Embroidery's Pattern Book
4. Extend Modern Embroidery Design
5. Impressions (K. Prakash)
6. A history of Indian Painting the modern period (Krishna , Chaitanya)
7. Clothing and Textile (Dr. Pramila Verma)
8. Fabric (Suzanne, Trocme & Mitchell Beazley)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Ornamentation Technique.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the ability to understand various traditional and advanced surface ornamentation techniques for fabric embellishment.			
Objective: To develop their skills and analytical capabilities of ornamentation techniques for fashion designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of tools, equipments, techniques and technologies of traditional and advanced Fabric dyeing ,Printing, Painting and embroidery with basic and fancy stitches.	% students having a brief knowledge of tools, equipments, techniques and technologies of Fabric dyeing, Printing, Painting and embroidery with basic and fancy stitches.	% Student has understanding about tools, equipments, Fabric dyeing, Printing, Painting and embroidery with basic stitches.	% Student need more efforts for Advanced techniques and technology for Ornamentation technique

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Ornamentation Techniques (Theory)
Class: PGDFDM – I Sem

Session: July – Dec.

I: Course Objective:

To make the students understand the technique the value addition to the design for mass acceptability in the market.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Understanding ornamentation technique
- CO2 Understanding Traditional and modern printing technique with dyes
- CO3 Types of painting technique
- CO4 Traditional Indian hand embroidery and machine embroidery

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	1	3	1	1				1
CO ₂	1	3	2	3	2			3
CO ₃		3	1	2	1			3
CO ₄	1	3	3	3	3	2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction of Ornamentation	Meaning , Defination & its Types	B.N. 8
CO: 1				
LO: To introducing surface ornamentation technique used in fabric.				
2	1	Introduction of Ornamentation	Types of Ornamentation Technique	B.N. 8
3			Dyeing	B.N. 8
4			Printing	B.N. 8
CO: 1				
LO: Describe ornamentation technique.				
5	1	Introduction of Ornamentation	Painting	B.N. 8
6			Embroidery	B.N. 8
CO: 1				
LO:. Material tools and equipment required in ornamentation.				
7	1	Introduction of Ornamentation	Required tools and equipments for dyeing-color,Fixer Utensils,types of color ,equipment for heat tub ,wooden spoon bowl, measuring spoon, gloves etc.	B.N. 1, 2
8			Required tools and equipments for Printing- Padded Table, Color, Binder, Fixer, Wooden blocks, screen, stencil, roller, bowl, spoons,sponge,rough fabric etc.	B.N. 1, 4
9			Required tools & Equipments for Painting-Color & Color medium, brushes with different sizes, motifs and design , glass or transpirancy (OHP sheet) ,Velvet fabric ,Rough Fabric etc	B.N. 1, 3, 4
10			Required tools & Equipments for Embroidery- Hand Needle,Different types of threads,beads, swaroski ,types of mirrors,plastic & wooden embroidery frame,needles for aari work, decorative material for Aari work , Fabric for embroidery etc	

Assignment: A1 – submission within three days				
CO: 2				
LO: Selection of design and transfer of design technique on fabric.				
11	2	Printing	History and origin of block printing	B.N. 8
CO: 2				
LO: Describe history process and method of block printing and its importance in textile.				
12	2	Printing”	History and origin of block printing,various ty es of blocks, ,	B.N. 8
13			Process of block printing ,uses of dyes and colours	B.N. 8
14			Precautions of block printing.	B.N. 8
CO: 2				
LO: History process and method of stencil printing.				
15	2	Printing”	History and origin of Stencil Printing	B.N. 8
16			Stencil Making	B.N. 8
17			Types of Stencils	B.N. 8
18			Printing Process of stencil printing	B.N. 8
19			colors for stencil printing ,Precautions	B.N. 8
CO: 2				
LO:. Historical background and process in detail of screen printing.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
20	2	Printing”	History and origin of Screen Printing	B.N. 1
21			Screen making by Oil Paint Method	B.N. 1, 2
22			Screen Making by design exposing method	B.N. 1
23			Colors for screen printing printing, Process of screen, Precautions	B.N. 1, 4
24			Roller Printing –Origin of Roller Printing, types of Rollar & printing	
25			Methods of Roller Printing, Precautions	
Assignment: A2– submission within three days				
CO: 2				
LO: History process and method of roller printing.				
26	3	Painting	Types of Colors for fabric	B.N. 6,7

			painting,color filling technique	
27			Motifs And design for fabric painting	B.N. 6,7
28			Precautions	B.N. 6,7
CO: 3				
LO: Explain fabric painting with tools color along with method and its variation of color filling.				
29	3	Painting	Tools and materials for Nib Painting	B.N. 6,7
30			Designs and motifs for Nib Painting	B.N. 6,7
31			Methods of Nib Painting	B.N. 6,7
32			Precautions	B.N. 6,7
33			Tools and materials for cone painting	B.N. 6,7
CO: 3				
LO: Describe nib painting materials used in cone material method and precaution.				
34	3	Painting	Designs and motifs for cone painting	B.N. 6,7
35			Methods of Cone painting & Precautions	B.N. 6,7
CO: 3				
LO: Cone painting method materials used in cone painting and explain precautions.				
36	3	Painting	Tools and materials for glass painting	B.N. 6,7
37			Design and motifs for glass paintings	B.N. 6,7
38			Methods of glass paintings & precautions	B.N. 6,7
Assignment: A3 – submission within three days				
CO: 3				
LO: Method and colour description of glass painting with precaution while painting.				
39	4	Dyes	Introduction to dyes	B.N. 1, 2
CO: 4				
LO: Describe classification chart of dyes with source.				
40	4	Dyes	Natural dyes-Vegetable dyes	B.N. 1,2
41			Animal dyes	B.N. 1,2
42			Mineral dyes	B.N. 1,2
Assignment: A4 – submission within three days				
CO: 4				
LO: Describe in detail natural dyes and their types				

43	4	Dyes	Manmade or syenthetic dyes	B.N. 1,2
44			Acid Dye , Alkali Dye,Azoic Dye	B.N. 1,2
45			Reactive dyes, Vat dyes, Disperse Dyes	B. N.1, 2
Assignment:				
CO: 4				
LO: Describe men made or synthetic dyes with method.				
46	4	Dyes	Fabrics for Tie & Dye, Fabric preparation for Tie & Dyes	B.N. 1,2
47			Noted Techniques sor Types , Folding Technique	B.N. 1,2
48			Color preparation Process	B.N. 1,2
49			Dyeing method for tie & dye	B.N. 1,2
Assignment: A5 – submission within three days				
CO: 4				
LO: Describe decorative dying method of fabric.				
50	5	Embroidery	Embroidery of Jammu & Kashmir , Himachal Pradesh	B.N. 8
51			Motifs , Threads, Texture & Colors	B.N. 4,5,8
52			Stitches used in embroidery	B.N. 8
CO: Traditional Indian Hand Embroidery & Machine Embroidery				
LO: Describe Tradional Embroidery techniques				
53	5	Embroidery	Embroidery of Punjab (Phulkari)	, B.N. 8
54			Embroidery of Rajesthan & Gujrat(Kathiwad)	B.N. 8
55			Motifs and design ,thread, color,texture	B.N. 4,5,8
56			Stitches used in embroidery	B.N. 8
57				B.N. 8
CO: Traditional Indian Hand Embroidery & Machine Embroidery				
LO: Describe decorative dying method of fabric.				
58	5	Embroidery	Embroidery of Bengal(Kantha), Karnataka(Kasui),Orrisa (Applique work)	, B.N. 8
59			Motifs and design, color ,texture	B.N. 4,5,8

60			Thread & stitches in embroidery	B. N 8
CO: 4				
LO: Describe decorative dying method of fabric.				
61	5	Embroidery	Introduction to Aari work	B.N. 4,5,6
62			Tools & equipments of Aari work	B.N. 4,5,6
63			Stitches of Aari work,Machine embroidery techniques	B.N. 4,5,6
64			Different type of stitches of Machine embroidery	B.N. 4,5,6
65			Other methods of ornamentation-patch work, pipine,Tubbing,laces,button , ribbon ,beads	B.N. 4,5,6,3
Assignment: A6 – submission within three days				
CO: 4				
LO: Describe decorative dying method of fabric.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. The color book of the Dyeing & Batik
2. Tie Dyed Textile of India
3. Fashion Magazines
4. Embroider's Pattern Book
5. Extend Modern Embroidery Design
6. Impressions (K. Prakash)
7. A history of Indian Painting the modern period (Krishna , Chaitanya)
8. Clothing and textile (Dr. Pramila Verma)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Ornamentation Technique.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment:

Goal: Students develop the Theoretical knowledge of various traditional and advanced surface ornamentation techniques for fabric embellishment.			
Objective: To develop their skills and analytical capabilities of ornamentation techniques for fashion designing.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having Theoretical knowledge of tools, equipments, techniques and technologies of traditional and advanced Fabric dyeing ,Printing, Painting and embroidery with basic and fancy stitches.	% students having a Theoretical knowledge of tools, equipments, techniques and technologies of Fabric dyeing, Printing, Painting and embroidery with basic and fancy stitches.	% Student has Theoretical knowledge of tools, equipments, Fabric dyeing, Printing, Painting and embroidery with basic stitches.	% Student need more efforts for Theoretical knowledge of Advanced techniques and technology for Ornamentation technique

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Marketing Management & Packing Presentation
Class: PGDFDM – II Sem

Session: Jan. - June

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the marketing manager, provide them tools and techniques to perform the marketing function smoothly in an organization.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks. It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO):

- CO1 Understand the dynamics of marketing in business
- CO2 Develop unique marketing mix
- CO3 Construct sales plan and professional interactive presentation
- CO4 Develop an understanding of the techniques of packing

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁			2				3	3
CO ₂			2				3	3
CO ₃			3				3	3
CO ₄		3		2				3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Marketing	Definition of Marketing	B.N. 1
2			Importance of Marketing	B.N. 1, 2
3			Marketing and Selling	B.N. 1
4			Marketing Tasks Case: Ramsay Bakery Ltd., Biplab Bose, 3 rd Edition, pp. 140	B.N. 1, 4
Assignment: Analyze the Case and Submit the Write-up				
CO: 1,3				
LO: Identify core concepts of marketing and the role of marketing in business and society.				
5	2	Market Segmentation,	Need for Market Segmentation,	B.N. 2, 4
6			Procedure of Segmentation Case: Segmenting Rural Markets, Kotler, South Asian Edition (13 th), pp. 209	B.N. 1, 2, 7
7			Basics of Targeting	B.N. 1, 2, 8
8			Target Marketing Strategies	B.N. 3, 6
Assignment: Take a Product, Develop its Segmentation Strategy and Submit the PPT.				
CO: 1				
LO: Describe major bases for segmenting consumer and business markets; understand how different situations in the competitive environment will affect choices in target marketing.				
9	2	Market Research & Marketing Mix	Concept, Objectives and importance and methodology marketing research	B.N. 1, 2, 5
10			Definition and concept & type of product	B.N. 1, 4
11			Product Life Cycle 7 its stages	B.N. 4, 8
12			Marketing strategies at various PLC.	B.N. 1, 4
13			Importance of Branding	B.N. 2, 4
CO: 2				
LO: Understand the fundamental concepts of marketing mix and market research.				
14	3	Pricing	Concept & importance of Pricing, Pricing Methods & Strategies	B.N. 1, 2
15			Pricing Objectives Case: Peakon Electronics System Ltd., Biplab Bose, 3rd Edition, pp. 295	B.N. 1, 4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
16			Types of price policies	B.N. 1, 3, 4
Assignment: Group Activity on Analyzing Pricing Strategies of Various Companies				
CO: 2				
LO: Understanding different pricing methods its application in the business world.				
17	4	Distribution	Concept and Importance of Distribution Network	B.N. 2, 4
18			Levels of Distribution Network,	B.N. 1, 2, , 4
19			Channel Members & their importance	B.N. 4
20			Meaning, definition and nature of Channel members	B.N. 1, 2, 4
21			Function of Distribution Channel	B.N.1,2
22			Type of Distribution channels	B.N. 2, 4
23			Role of middle men	B.N. 1, 2, , 4
Assignment: Watch Video Case on <i>Mumbai Dabbawala</i> for In-class Discussion				
CO: 2				
LO: Identify the costs and benefits of marketing channels; discuss the firms and the functions involved in typical channels in India.				
24	5	Promotion	Concept, importance, types of Media.	B.N. 1, 2, , 4
25			Communication Process	B.N. 1, 2
26			Promotion Mix	B.N. 1, 4
27			Advertising, Publicity, Personal Selling & Sales Promotion	B.N. 1, 2
CO: 2, 3				
LO: Understanding the role of promotion mix in marketing.				
28	6	Packaging	Introduction, consideration & function of Packaging	B.N. 4
29			Strategies of Packaging	B.N. 2, 4
30			Importance & criticism of Packaging	B. N.1, 3, 5
31			Hangers, Cartons & bags	B.N. 1, 2
32			Catalogues, Storage & Dispatches	B. N.1, 3, 5
Assignment: Select a Company and study the impact of its packaging pattern on the consumers.				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Ability to formulate innovative packaging strategies in the competitive environment.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Kotler, Keller, Koshy, Jha, Marketing Management– A South Asian Perspective, Pearson, 13th Edition, 2008.
2. Kurtz, Principles of Marketing, Cengage Learning, India, 2008
3. S. Neelamegham, Marketing In India, 3rd Edition, Vikas publishing house, 2009
4. Biplo Bose, Marketing Management, 2008, Himalaya Publishing House.
5. West, Ford, Ibrahim, Strategic Marketing, Oxford University, 2009
6. Evans, Marketing Management Cengage Learning, India, 2008
7. Paul Baines, Chris Fill, Kelly Page, Marketing, Oxford University Press, 1st Edition 2009
8. Winner Marketing Management, 3rd edition Pearson 2009

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual, each group will be given separate topics for understanding the practical approach of marketing management and packing presentation.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Marketing Concept, Marketing Mix, Packaging presentation.			
Objective: The objective of this course is to develop marketing strategies in Fashion & Apparel industry.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Marketing	% students having an understanding of Marketing	% Student have basic understanding about Marketing	% Student need more efforts for Marketing

Management Concept,Marketing segementation, Marketing Mix,Packaging presentation.	Concept,Marketing segementation, Marketing Mix,.	Management and packaging presentation	Management and packaging presentation
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Advance of Apparel Construction and Draping
Class: PGDFDM – II Sem

Session: Jan. – June

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Making of basic block pattern for upper body garments
- CO2 Making of basic block pattern for lower body garments
- CO3 Making of basic sleeve block and its adaption to using in garment for designing
- CO4 Process of cutting, stitching techniques and finishing of garments

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3		3		3		2
CO ₂		3		3		3		2
CO ₃		3		3		3		2
CO ₄		3						3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Block pattern	Skirt block- making pattern of basic skirt block on paper with different sizes and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic skirt by block method.				
2	1	Block pattern	Making pattern of basic body block on paper with different sizes and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic body block by block method.				
3	1	Block pattern	Making pattern of basic sleeve block on paper with different size and scale	B.N 1,2
CO: 1				
LO: Pattern making of basic sleeve block by block method.				
4	1	Block pattern	Making pattern of trouser on paper with medium size	B.N 1,2
Assignment: A1 – submission within three days				
CO: 2				
LO: Pattern making of medium size trouser block by block method.				
5	2	Cutting, stitching & finishing of garments	Cutting stitching & finishing of garment (A- Line frock)	B.N 1,3,4
6			Cutting of a line frock with design	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching & finishing techniques and process of A-Line frock.				
7	2	Cutting, stitching & finishing of garments	Cutting, stitching and finishing of garment	B.N 1,3,4
8			Cutting of a princess line with design	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching & finishing technique and process of Princess Line dress.				
9	2	Cutting, stitching & finishing of garments	Shirt – Layout of pattern on fabric marking and cutting	B.N 1,3,4
10			Stitching process – Finishing of neck, shoulder attachment and completing design on bodice	B.N 1,3,4
11			Attached bodice and trim garment for complete look	B.N 1,3,4
CO: 3,4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Cutting stitching & finishing technique of Shirt.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
12	2	Cutting ,stitching & finishing of garments	Trouser- Layout of pattern on fabric marking and cutting	B.N 1,3,4
13			Construct front and back pocket	B.N 1,3,4
14			Finishing of belt, loop construction attached belt with trouser	B.N 1,3,4
15			Hemming , huke, button and trimmed	
CO: 3,4				
LO: Cutting stitching & finishing technique of Trouser.				
16	2	Cutting, stitching & finishing of garments	Lehanga- Layout of patter on fabric marking, cutting	B.N 1,3,4
17			Attached lining and interlining with main fabric	B.N 1,3,4
18			Belt and zip or opening finishing	B.N 1,3,4
19			Finishing and trimming process of Lehanga	B.N 1,3,4
CO: 3,4				
LO: Cutting stitching and finishing process of Lahenga.				
20	2	Cutting, stitching & finishing of garments	Princess line blouse- Layout of pattern on fabric marking and cutting	B.N 1,3,4
21			Stitching, Finishing of blouse	
Assignment: A2 – submission within three days				
CO:3,4				
LO: Cutting stitching and finishing technical process of Blouse.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 .Pattern Making for Fashion Design (Helen Joseph, Armstrong)
- 2 .Fabric, Form & Flat pattern cutting
- 3 .Dress Fitting : Basic Principles and practices.
- 4 .Make your own patterns

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction and Draping..
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment. .			
Objective: The objective of this course is to develop skills for making patterns by flat pattern and draping as well as convert these patterns to desired Designs.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment.	% students having an understanding of Basic block,Study of pattern ,layout and draping for constructing garment.	% Student have basic understanding about Basic block,Study of pattern ,layout for constructing garment.	% Student need more efforts for Advance Apparel Construction & Draping for constructing garment.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Advance of Apparel Construction and Draping
Class: PGDFDM – II Sem

Session: Jan. – Jun.

I: Course Objective:

To make the students understand techniques of garment construction and upgrade them to latest technology of the industry.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 To study of paper pattern for basic blocks
- CO2 Develop paper pattern to basic block for different garment
- CO3 Understand pattern layout with principles
- CO4 To develop pattern by draping method

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/LO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3		3		2		1
CO ₂		3		3		3		3
CO ₃		3		3		3		2
CO ₄		3		3		3		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Study of paper pattern .and Garment components	Describe paper pattern, importance of paper pattern	
CO: 1				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Describe pattern making terminology and types of pattern.				
2	1	Study of paper pattern .and Garment components	Making standard size basic body block with drafting detail	B.N. 1, 2
3			Making customize body block	B.N. 1, 2
4			Making customize skirt block	B.N. 1, 2
5			Making standard size basic sleeve block used basic sleeve for creating cap sleeve and puff sleeve	B.N. 1, 2
6			Used basic sleeve for creating leg-o-mutton sleeve and flared / bell sleeve	B.N. 1, 2
7			Creating bishops sleeve and petal sleeve using basic sleeve block	B.N. 1, 2
8			Creative latest sleeve variation using basic sleeve block (Cold shoulder, full circular etc.	B.N. 1, 2
9			Types of pattern – Master pattern, working pattern, market pattern, production pattern and graded pattern	B.N. 1, 2
CO: 2				
LO: Making pattern of basic body block with drafting detail.				
10	1	Study of paper pattern .and Garment components	Pattern making terminology – Pattern term, fabric term, drafting	B.N. 1, 2
11			Pattern Component – Upper garment components- Front bodice, back bodice, sleeve, collar, yoke button and button hole patti, pocket etc	B.N. 1, 2
12			Lower garment components- waist band front lower part, back lower part, yoke , pocket, fly, loops, frills, etc.	B.N. 1, 2
CO: 2				
LO: Making pattern of basic sleeve block with drafting detail.				
13	1	Study of paper pattern .and Garment components	Making standard size basic skirt block with drafting detail	B.N. 1, 2
Assignment: A1 – submission within three days				
CO: 2				
LO: Making pattern of basic skirt block with drafting detail.				
14	2	Dart Manipulation	Terminology of darts- dart leg,	B.N 1

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			dart intake, vanishing point position of dart, single pointed dart, double pointed dart, used of dart in garment and its importance	
15			Method of dart manipulation – (i) one dart slope (ii) slash spread method of dart manipulation	B.N 1
16			(i) Conversion of one dart at waist line into three dart at waistline (ii) Conversion of three darts at the waist line into gathers	B.N 1
CO: 3				
LO: To study of dart, positions of dart in basic pattern.				
17	2	Dart Manipulation	Style development – Princess style line development (i) Armhole princess line, shoulder princess line neck princess line	B.N 1
18			pivot method of dart manipulation	B.N 1
CO: 3				
LO: Understanding method of dart manipulation.				
19	2	Dart Manipulation	Rules of dart manipulation – shifting of darts- (i) conversion of three darts at shoulder into dart tucks	B.N 1
20			Conversion of one dart at waist line into three dart at waistline	B.N 1
21			Conversion of three darts at waist line into dart tucks	B.N 1
CO: 3				
LO: Development of style line by dart manipulation.				
22	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic block for four dart blouse with sleeve	B.N. 1,4
23			Pattern adaption to basic block for belted one dart blouse with sleeve	B.N. 1,4
24			Pattern adaption to basic block for cholicut blouse with sleeve and designer neck line	B.N. 1,4
25			Pattern adaption to basic block	B.N. 1,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			for princess cut without belt blouse back opening with sleeve	
Assignment: A1 – submission within three days				
CO: 3				
LO: Adaption of upper body garment from basic bodice block.				
26	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic skirt block for half circular and full circular Lehnga with elastic band and fused band	B.N. 1,4
27			Pattern adaption to basic skirt and bodice block for evening gown with circular	B.N. 1,4
CO: 4				
LO: Adaption of lower body garment from basic skirt block.				
28	3	Pattern Adaption to basic block for different garment	Pattern adaption to basic skirt and bodice block for evening gown with armhole princess style line	B.N. 1,4
Assignment: A1 – submission within three days				
CO:				
LO: Adaption of body combination garment from basic bodice and skirt block.				
29	4	Principal of Lay – Out	Meaning, principles and importance of Layout	B.N. 1, 2
CO: 4				
LO: Describe layout process of pattern on fabric with the special reference to apparel Industry and reference to designers aspect				
30	4	Principal of Lay – Out	Lay out variation – all over print, one direction print striped print, grain line of fabric special print or design	B.N. 1, 2
Assignment: : A4 – submission within three days				
CO: 4				
LO: Study of lay planning of pattern on fabric according to fabric prints and design.				
31	5	Draping	Draping – meaning principles of draping, elements of fabric loss and profit of draping	B.N. 1
CO: 4				
LO: Understanding draping concept and study of draping principles				
32	5	Draping	Basic body block by draping method with dart	B.N. 1
Assignment: : A5 – submission within three days				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO:. Understanding Importance of draping (Loss and Profit)and making basic body block by draping				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 .Pattern Making for Fashion Design (Helen Joseph, Armstrong)
- 2 .Fabric, Form & Flat pattern cutting
- 3 .Dress Fitting : Basic Principles and practices.
- 4 .Make your own patterns

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Apparel Construction and Draping.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of Basic block,Study of pattern,Dart manipulation,layout and draping for constructing garment. .			
Objective: The objective of this course is to develop skills for making patterns by flat pattern and draping as well as convert these patterns to desired Designs.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having theoretical knowledge of Basic block,Study of pattern,Dart manipulation,layout and draping for	% students having theoretical knowledge of Basic block,Study of pattern ,layout and draping for constructing	% Student have theoretical knowledge about Basic block,Study of pattern ,layout for constructing garment.	% Student need more efforts for Advance Apparel Construction & Draping for constructing garment.

constructing garment.	garment.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: CAD for Apparel Design (Practical)
Class: PGDFDM – II Sem

Session: Jan. - Jun.

I: Course Objective:

With in illustration module students are introduced to key contemporary fashion illustrators and explore a diversity of mediums and rendering techniques as a way to generate detailed range drawings tool in fashion practice and consequently students are encouraged to refine their skills in order to accurately communicate design idea and details. The digital component of the subject enables students to translate hand rendered fashion illustrations and technical drawings using industry standard software such as coral draw and adobe photo shop.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Student will able to use computers for their design work.
- CO2 Student will be able to choose the appropriate software for their designing work.
- CO3 Student will able to make a fashion illustration in digital format and will share their work internationally.
- CO4 Student will able to make a different dresses in digital format and will learn to make presentation of their work.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3						3
CO ₂		3		3		1		3
CO ₃		3	3			2	1	3
CO ₄	1	3	3	2		2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
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Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Knowledge of computer and internet	Make files ,folder, save, selection, moves , delete,copy,cut,paste,undo,redo,p age size,unites	B.N.1
2			Import command and export command	B.N.1
Assignment: A-1 Submission within 3 Days				
CO: 1				
LO: Practical knowledge of handling files with commands				
5	2	Intro to graphic designing tools	For object making, figure making	B.N. 2
6			Prints,texture,color,special effects, bitmap editing	B.N. 2,3
7			3D Effects ,transparency ,image editing	
8				
Assignment: A-2 Submission within 3 Days				
CO: 2				
LO: understand different design software and their tools				
9	3	Color theory of Graphic designing software	Color theory of graphic designing software	B.N. 2
10			Two color pattern & multicolor pattern	B.N. 2
11			Necklines-basic , designer	B.N. 2
Assignment: A-3 Submission within 3 Days				
CO: 3				
LO: students will understand the different tools of Corel draw for coloring technique in fashion illustration				
14		Basic tool, laying and image editing for figure drawing and garment designing	Block figure, stick figure, flesh figure with different movement	B.N 3
15			Salwar suit , parallel suit ,chudidar & Kurta	B.N 3
16			Skirt,top,Capri	B.N 3,4
			Jacket & Trouser ,frock, swimming costumes	B.N 3 ,4
			Evening gown,lehnga,saree	B.N 3,4
			Prints and background setting according to dress	B.N 3,4
			Color mixing, shading,mixing of two images	
Assignment: A-4 Submission within 3 Days				
CO: 4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Basic tool, laying and image editing for figure drawing and garment designing				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Computer Fundamentals (P.K Sinha)
2. Computer Graphics (Anubha Jain)
3. Fashion Designer's Handbook for Adobe Illustrator (Marianne Centner , Frances Vereker)
4. Computers systems & Applications (Vishal Soni)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of CAD for Apparel Design.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand of Graphic Designing softwares like Paint Brush, Coral Draw , Photo Shop, Illustrator and comparison between coral draw and other softwares.			
Objective: The objective of this course is to develop skills of Digital designing .Students grab knowledge of working with various color ,prints,textures using these softwares.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Garment designing, Different types of figures, Print development, Background setting, color mixing, shading , mixing of two	% students having an understanding of Garment designing, Print development, Background setting, color mixing, shading , mixing of two images, Different types of	% Student have basic understanding about Garment designing, Print development, Background setting, color mixing , Different types of figures.	% Student need more efforts for Computer Aided Designing

images,3-D effect and transperancy	figures.		
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: CAD for Apparel Design (Theory)
Class: PGDFDM – II Sem

Session: Jan. - Jun.

I: Course Objective:

With in illustration module students are introduced to key contemporary fashion illustrators and explore a diversity of mediums and rendering techniques as a way to generate detailed range drawings tool in fashion practice and consequently students are encouraged to refine their skills in order to accurately communicate design idea and details. The digital component of the subject enables students to translate hand rendered fashion illustrations and technical drawings using industry standard software such as coral draw and adobe photo shop.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Student will gain knowledge about computers.
- CO2 Student will be able to choose the appropriate software for their designing work.
- CO3 Student will be able to make a fashion illustration in digital format and will share their work internationally.
- CO4 Student will be able to choose appropriate format for their work.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3						3
CO ₂		3		3		1		3
CO ₃		3	3			2	1	3
CO ₄	1	3	3	2		2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Knowledge of computer and internet	What is computer, Importance of computer and internet	B.N.1
2			Structure of computer and types of computer	B.N.1
Assignment: A-1 Submission within 3 Days				
CO: 1				
LO: Basics of computer, types of computer, understand how to use a computer.				
5	1	Intro and Graphic designing software	Introduction and graphic design software – Pain Brush, coral draw	B.N. 2
6			Introduction and graphic design software – Photo shop, Illustrator and	B.N. 2,3
7			Comparison between coral draw and other designing software	B.N. 2
8				
Assignment: A-2 Submission within 3 Days				
CO: 2				
LO: understand different design software and their differences for fashion illustration.				
9		Color theory of Graphic designing software	Color theory of graphic designing software	B.N. 2
10			Three color –RGB and Four color- CMYK	B.N. 2
11			Basic graphic tools in coral draw	B.N. 2
12			Designing Tools in coral draw	B.N. 2
13			Coloring Tools in coral draw	B.N. 2
			Special effect Tools in coral draw	B.N. 2
			Text page set up in coral draw	B.N. 2
			Print out set up in coral draw	B.N. 2
Assignment: A-3 Submission within 3 Days				
CO: 3				
LO: students will understand the different tools of Corel draw and how to use these tools in fashion illustration.				
14		Basic tool, laying and image editing	Basic tools in Photo shop	B.N 3
15			Laying and image editing	B.N 3
16			Basic tools in power point presentation	B.N 3,4
			Power point presentation	B.N 3 ,4
			Save in other files format – PDF,	B.N 3,4

Lecture No.	Unit No.	Topic	Sub Topic	Reference
			EPS and CDR	
			Save in other files format – JPS, PAT, GIF	B.N 3,4
Assignment: A-4 Submission within 3 Days				
CO: 4				
LO: students will understand the different formats of computer designing and what are the difference in these formats . Where these formats use in design.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 05 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Computer Fundamentals (P.K Sinha)
2. Computer Graphics (Anubha Jain)
3. Fashion Designer's Handbook for Adobe Illustrator (Marianne Centner , Frances Vereker)
4. Computers systems & Applications (Vishal Soni)

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of CAD for Apparel Design.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of Graphic Designing softwares like Paint Brush, Coral Draw , Photo Shop, Illustrator and comparison between coral draw and other softwares.			
Objective: The objective of this course is to develop skills of Digital designing .Students grab knowledge of working with various color ,prints,textures using these softwares.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an theoretical knowledge of Garment designing,Different	% students having an theoretical knowledge of Garment	% Student have theoretical knowledge of about Garment	% Student need more efforts for Computer Aided Designing

types of figures,Print development,Backgroud setting,color mixing,shading , mixing of two images,3-D effect and transperancy	designing,Print development,Background setting,color mixing,shading , mixing of two images, Different types of figures.	designing,Print development,Backgroud setting,color mixing , Different types of figures.	
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Practical)
Class: PGDFDM – II Sem

Session: Jan. – Jun.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Practical

- CO1 Draping of Indian & Western garments on flesh figure.
- CO2 Medium for effective illustrations and color effect.
- CO3 Detailed illustration of garment.
- CO4 Drapes & accessories according to season & portfolio presentation.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3	1	2		3		1
CO ₂	1	2	2	2		3		
CO ₃	2	3	3	2		3		2
CO ₄	2	2	3	3	1	3	1	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Draping of Indian garment and Western on flesh figure.	Salwar Suit	B.N. 1,3
2			Salwar Variation	B.N. 1,3

Lecture No.	Unit No.	Topic	Sub Topic	Reference
3			Saree Lehnga Chunni	B.N. 1,3
4			Dhoti Kurta , Regional dresses	B.N. 1,3,4
CO: 1				
LO: Draping of Indian Garments on flesh figure.				
5	1	Draping of Indian garment and Western on flesh figure.	Skirt ,Top	B.N. 2, 4,6
6			Indo western garment	B.N. 2, 4,6
7			Evening gowns	B.N. 2, 4,6
8			Jeans and capris	B.N. 2, 4,6
Assignment: A1 – submission within three days				
CO: 1				
LO: Draping of Western Garments on flesh figure.				
9	2	Use of various medium for preparing effective illustration and Color Scheme	Effect of medium	B.N. 3
10			Use of water color, poster color	B.N. 3
11			Crayons, oil pastels	B.N. 3
12			Pencil water proof	B.N. 3
13			Microtip pen, charcoal	B.N. 3
			Fuji colors	
CO: 2				
LO: Use of various medium for effective illustration.				
14	2	Use of various medium for preparing effective illustration and Color Scheme	Color effect types of color scheme	B.N. 3
15			Color wheel	B.N. 3
16			Hot color & cool color	B.N. 3
			Tint & shades	
Assignment: A2 – submission within three days				
CO: 2				
LO: Color wheels, color scheme, introduction.				
17	3	Draping of garments and port folio	Garment details skirts, bows	B.N. 2, 6
18			Belt and pants	B.N. 2,4,6
19			Draping with scarf	B.N. 2,6
20			Different headgears	B.N. 2,6
CO: 2,3				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Draping garments (Seasonal) with scarf, headgear.				
24	3	Draping of garments and port folio	Jewellery – Neck piece ear ring	B.N. 2,6
25			Bags	B.N. 2,6
26			Shoes	B.N. 2,6
CO:3, 4				
LO: Draping garments (Seasonal) with jewellery, bags & shoes.				
28	3	Draping of garments and port folio	Portfolio Presentation	B.N. 2,6
Assignment: A3 – submission within three days				
CO: 3,4				
LO: Final portfolio presentation.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Nine Heads a guide to Drawing Fashion
2. Advanced Fashion Sketchbook
3. Figure Drawing for Fashion Design
4. Menswear : Suiting the customer(Suganne , Boswell)
5. The Complete Color (Suzzy , Chiarazzi)
6. Illustrating Fashion

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion Illustration.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the ability to understand illustration of Indian and western garment by draping using various color mediums, garment design detail, accessories illustration, portfolio presentation.			
Objective: The objective of this course is to develop skills of presenting and developing design ideas through portfolio presentation.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an understanding of Garment designing details with indian and western garment draping ,Different types of flash figures,Print development, coloring and accessories	% students having an understanding of indian and western garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student have basic understanding about indian garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student need more efforts for Fashion Illustration

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Fashion Illustration (Theory)
Class: PGDFDM – II Sem

Session: Jan.– Jun.

I: Course Objective:

To develop their perception about balance and proportion and make them understand human anatomy with the intercrisis.

II: Examination:

The faculty member will award internal marks out of 20 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 80 marks (40 Marks Theory and 40 marks Practical). It will consist of 8 theory questions out of which student will be required to attempt any 5 questions.

III: Course Outcomes (CO): Theory

- CO1 Draping of Indian garment & western & western garments
- CO2 Usage of different medium for illustrations and color effect
- CO3 Western garment design detail illustration
- CO4 Details accessories illustrations according to seasons

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁		3	1	2		3		1
CO ₂	1	2	2	2		3		
CO ₃	2	3	3	2		3		2
CO ₄	2	2	3	3	1	3	1	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Draping of Indian garment and western garment on flash figures	Salwar suit	B.N. 1,4
2			Lehnga Chunni	B.N. 1,4
3			Regional Dresses	B.N. 1,4
4			Sari	B.N. 1,4
CO: 1				
LO: Types of Indian garment on flash figure.				
5	1	Draping of Indian garment and western garment on flesh figures	Skirt Short and Long	B.N. 1,4
6			Top	B.N. 1,4
7			Evening Gown	B.N. 1,4
8			Jeans Capri	B.N. 1,2,4
Assignment: A1 – submission within three days				
CO: 1				
LO: Types of Western garment on flesh figure.				
9	2	Medium and color	Effects of medium	B.N. 3
10			Types of medium	B.N. 3
CO: 2				
LO: Effects & types of mediums.				
14	2	Medium and color	Using various medium	B.N. 3
CO: 2				
LO: Usage of various medium.				
17	2	Medium and color	Using Crayons, Oil pastel	B.N. 3
18			Using Pencils	B.N. 3
19			Using Microtip, Charcoal	B.N. 3
CO: 2				
LO: Color effect.				
24	2	Medium and color	Different color type and color	B.N. 3
25			Color wheel	B.N. 3
26			Achromatic color, pastel & dry pastel	B.N. 3
27			Complementary / contrast color	B.N. 3
			Color of rainbow	B.N. 3
:Assignment : A1 – submission within three days				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO:2				
LO: Color wheel.				
28	3	Garment design detail	Pencil skirt, umbrella skirt, circular skirt	B.N.1, 4
29			Mini and full skirt	B.N.1, 4
30			Asymmetrical Skirt, puff skirt	B.N.1, 4
CO: 2				
LO: Designing of types of skirt.				
Lecture No.	Unit No.	Topic	Sub Topic	Reference
35	3	Garment design detail	Decorative belt, plastic belt	B.N.1, 4
36			Stylish belt & leather belt	B.N.1, 4
37			Wooden belt	B.N.1, 4
CO: 3				
LO: Designing of types of belt.				
39	3	Garment design detail	Trouser executive pant	B.N.1, 2,4
40			Cargo pant	B.N.1,2, 4
Assignment: : A3 – submission within three days				
CO: 3				
LO: Designing of types of pant.				
43	4	Accessories design	Seasonal and festival jewellery	B.N.1, 4
44			Party wear jewellery	B.N. 1, 4
CO: 4				
LO: Draping garment with seasonal jewellery.				
48	4	Accessories design	Seasonal bags for different occasion	B.N.1, 4
49			Executive bags, tracking bag	B.N. 1, 4
CO: 4				
LO: Draping garment with seasonal bags.				
51	4	Accessories design	Children footwear	B.N.1, 4
52			Man’s footwear	B.N.1, 4
53			Woman’s footwear	B.N.1, 4
CO: 4				
LO: Draping garment with seasonal foot wears.				
58	4	Accessories design	Headgear & scarf’s of different seasons	B.N.1, 4
Assignment: : A4 – submission within three days				
CO:4				
LO: Draping garment with seasonal headgear & scarf’s.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Fashion Illustration Today
2. Menswear : Suiting the customer(Suganne , Boswell)
3. The Complete Color (Suzzy , Chiarazzi)
4. Illustrating Fashion

VII: Note:

1. There will be 2 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major assignments, group or individual , each group will be given separate topics for understanding the practical approach of Fashion Illustration .
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment :

Goal: Students develop the theoretical knowledge of illustration of Indian and western garment by draping using various color mediums, garment design detail, accessories illustration , portfolio presentation.			
Objective: The objective of this course is to develop skills of presenting and developing design ideas through portfolio presentation.			
16-20 Marks	11-15 Marks	6-10 Marks	0-5 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an theoretical knowledge of Garment designing details with indian and western garment draping ,Different types of flash figures,Print development, coloring and accessories	% students having an theoretical knowledge of indian and western garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student have basic theoretical knowledge about indian garment draping ,Different types of flash figures,Print development, coloring, accessories	% Student need more efforts for Fashion Illustration

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 20
Presentation Out of 20	Quiz Out of 20	Assignment Out of 20	VIVA Out of 20	Internal Out of 20		

IPS ACADEMY
INSTITUTE OF FASHION TECHNOLOGY, INDORE
Lesson Plan

Subject: Project
Class: PGDFDM – II Sem

Session: Jan –June

I: Course Objective:

To make them develop the creativity of the student combining all the aspects of Fashion Design with a focused thought process.

II: Examination:

The faculty member will award internal marks out of 50 and the bifurcation is mention in the scheme of internal marks. The semester examination will be of 50 marks. It will consist of 10 viva questions out of which student will be required to attempt all questions.

III: Course Outcomes (CO): Practical

- CO1 Conceptualizing with Inspiration
- CO2 Theme selection, understanding and developing mood
- CO3 Understanding and using of elements of design.
- CO4 Construction of the conceptual garment.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO/PO	PO ₁	PO ₂	PO ₃	PO ₄	PO ₅	PO ₆	PO ₇	PO ₈
CO ₁	3	1	3	1	2			2
CO ₂	3	1	3		3	2	1	2
CO ₃	3	3	2	2	1	3		
CO ₄	3	3	2	3		3		3

V: Session Plan:

Students takes inspirations to come out with new themes, following mood boards creations .On the basis of mood boards, they illustrate the garments using elements of design. Next they collect Fabric swatches, then out of those finalizing fabric swatches for final garment. Drafting patterns for finalized garment. Stitching and finishing the conceptualized garment.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Note:

1. There will be one major assignment, each student will be given separate topic for understanding the practical approach of Fashion Industry.
2. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
3. Final assessment on Presentation basis.

VII: Book Reference:

1. Fashion Magazines

VIII: Rubric for Internal Assessment:

Goal: Students develop the Practical and theoretical knowledge of all the fashion designing subjects and apply them together on their project work.			
Objective: the creativity of the student combining all the aspects of Fashion Design with a focused thought process.			
41-50 Marks	31-40 Marks	18-30 Marks	0-17 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the criteria	Need Improvement
% students having an brief knowledge of Inspiration taking, Theme development, Mood-board creation, Design Development, Pattern making and construction.	% students having an knowledge of Inspiration taking, Theme development, Mood-board creation, Design Development, Pattern making.	% Student have basic knowledge Inspiration taking, Theme development, Mood-board creation, Design Development.	% Student need more efforts for design development skill.

IX: Scheme of Internal Marks:

Class Participation			Assessment	Total 100	Final Internal Marks Out of 50
Presentation Out of 15	Field Work Out of 15	Construction Out of 20	VIVA Out of 50		