

LESSON PLAN

Period	Date (tentative)	Topic	Unit No.	Teaching Methodology	Remarks	Corrective Action Upon Review
1	22/1/12	MC introduction	1	classwork		
		Definition of demand				
2	23/1/12	Demand Analysis				
		Demand Determinants				
3	24/1/12	Law of Demand				
		Exceptions				
4	25/1/12	Elasticity of Demand				
5	26/1/12	Types				
		Measurement of				
6	27/1/12	Significance of				
		Elasticity of Demand				
		Demand Forecasting				
7	28/1/12	Factors Governing				
		Demand forecasting				
8	1/2/12	Factors Governing				
		Demand Forecasting				
		Methods of demand				
9	2/2/12	Forecasting				
		Survey Statistical				
		Expert opinion				

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10	6/2/12	Test marketing		classwork		
		Controlled experiment				
11	7/2/12	Test marketing approach				
12	8/2/12	Theory of Product	2			
		& Cost analysis				
13	9/2/12	Production Function				
		Isocost				
		Isorevenue MRTs				
14	10/2/12	Least cost combination				
		Law of Returns				
		Internal & External				
15	11/2/12	Geometry of Scale				
		Cost analysis				
		Cost concept				
16	13/2/12	Opportunity cost				
		Variable cost				
17	14/2/12	Implicit cost of				
		Product inputs				

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5	15/10/17	BFA analysis		Classroom		
		Simple Problems		"		
		Limitations of BFA		"		
1	16/10/17	Introduction to Markets & Pricing	3	"		
		Strategy		"		
3	18/10/17	Market Structure		"		
		Type competition		"		
		Evaluation of Buyer		"		
5	20/10/17	Competition		"		
		Monopoly, competitive		"		
		competition		"		
5	21/10/17	Price-output		"		
		determination in		"		
		Case of Perfect		"		
5	22/10/17	competition and		"		
		Monopoly concepts		"		
		different Pricing		"		
6	23/10/17	Structure		"		

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3	24/10/17	Introduction to Management	4	classroom		
		and organization		"		
5	25/10/17	Value of information		"		
		and functioning of M		"		
5	26/10/17	Taylor's Scientific		"		
		Management		"		
		Principles of		"		
		Management		"		
1	27/10/17	experiment		"		
3	30/10/17	Marketing theory		"		
1	31/10/17	Marketing		"		
6	2/11/17	Leadership Style		"		
3	4/11/17	Social responsibility		"		
5	5/11/17	HRM, Functioning	5	"		
		Marketing Motivation		"		
5	6/11/17	Mix Marketing		"		
		Student's banner		"		
1	8/11/17	PLC, channels		"		
		Distribution		"		

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22	1/1/18	Concept of HRM	5	C/Lecture		
23	22/1/18	HRD		"		
24	24/1/18	PMIR		"		
25	25/1/18	HRM & PMIR		"		
26	26/1/18	HR Functioning/Process		"		
27	27/1/18	Manpower Planning		"		
28	28/1/18	Recruitment		"		
29	1/2/18	Selection		"		
30	2/2/18	Training & Development		"		
31	5/2/18	Placement		"		
32	8/2/18	Wages & Salary		"		
33	9/2/18	Administration		"		
34	12/2/18	Transfer, Promotions		"		
35	14, 15, 16/2/18	Appraisal, Grievance		"		
36	19, 20, 21/2/18	Handling & Welfare		"		
37	23/2/18	Annual Job Evaluation		"		
38	26/2/18	& Merit Rating		"		