Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	MBA IV
Subject:-	MIS & Electronic Commerce (MBA-104-C)
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4 , Practical:- 2

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
1	1st	Unit 1: MIS	1st	
	2nd	Basic Concept		
	3rd	Role of IS in business	2nd	
	4th	Managerial Challenges		
2	1st	Information types and characteristics	1st	
	2nd	Types of IS		
	3rd	IS for strategic advantage	2nd	
	4th	Strategic role for IS		
3	1st	Breaking Business Bareers	1st	
	2nd	Breaking Business Bareers		
	3rd	Live examples	2nd	
	4th	Live Examples		
4	1st	Case Study	1st	
	2nd	Case Study		
	3rd	*Unit 2: Development of IS*	2nd	
	4th	Developinf IS		
5	1st	Sys Dev approaches and methodologies	1st	
	2nd	IS analysis		
	3rd	IS design	2nd	
	4th	IS implementation		
6	1st	IS maintenance	1st	
	2nd	System testing and documentation		
	3rd	Conversion methods	2nd	
	4th	IS applications		
7	1st	Financial and Accounting IS	1st	
	2nd	Marketing IS		
	3rd	HR IS	2nd	
	4th	Case Study		
8	1st	*Unit 3: Online Payment Systems*	1st	
	2nd	Case Study		

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	MBA IV
Subject:-	MIS & Electronic Commerce (MBA-104-C)
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4 , Practical:- 2

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
8	3rd	Concepts, Framework, e business	2nd	
	4th	Unique Features and Types		
9	1st	Origin and Evolution	1st	
	2nd	Business Models		
	3rd	Key Elements of Models	2nd	
	4th	B2C Business Models		
10	1st	B2B Business Models	1st	
	2nd	Emerging Business Models		
	3rd	Major considerations in website dev	2nd	
	4th	Considerations in e commerce website dev		
11	1st	Optimizing factors for website performance	1st	
	2nd	Optimizing factors for website performance		
	3rd	Case Study	2nd	
	4th	Case Study		
12	1st	*Unit 4: E Commerce Applications*	1st	
	2nd	Online payment systems		
	3rd	online marketing technologies	2nd	
	4th	Ethical issues in e commerce		
13	1st	Social & political issues	1st	
	2nd	E commerec applications		
	3rd	Online retailing	2nd	
	4th	Online content and publishing		
14	1st	e procurement	1st	
	2nd	Supply chain management		
	3rd	Online auctions	2nd	
	4th	E commerce portals & Social networks		
15	1st	E commerce portals & Social networks	1st	
	2nd	E commerce portals & communities		
	3rd	Case Study	2nd	
	4th	Case Study		

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	MBA IV
Subject:-	MIS & Electronic Commerce (MBA-104-C)
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4 , Practical:- 2

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic

Dr. Arun Khatri
(Assistant Professor)

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	MBA IV
Subject:-	International Trade Theory & Practice (IB-10-B)
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-3

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
1	1st	*UNIT1: International Trade*	1st	
	2nd	Evolution of IT		
	3rd	Introduction and interdependence of countri	2nd	
	4th	Internal trade vs international trade		
2	1st	Classical theory of ITT of absolute cost	1st	
	2nd	Ricardian theory of comparative cost		
	3rd	Gains from IT	2nd	
	4th	Comparative cost doctorine		
3	1st	Evaluation of Classical theory of IT	1st	
	2nd	General Equillibrium th of IT		
	3rd	Exchange rate mechanism & IT	2nd	
	4th	Ohlin comples model		
4	1st	Criticism of modern theory of IT	1st	
	2nd	Superiority of modern theory of IT		
	3rd	Porter's National competitive advantage the	2nd	
	4th	Product life cycle		
5	1st	*UNIT2: Regional Economic Groups*	1st	
	2nd	Concept of trade barriers		
	3rd	Objectives of trade barriers	2nd	
	4th	Tariff trade & non-tariff trade barriers		
6	1st	Effects of trade barriers	1st	
	2nd	Concept & types of Regional Economic group		
	3rd	Positive effects of REGs	2nd	
	4th	Negative effects of REGs		
7	1st	Major trade bolcks	1st	
	2nd	Free trade vs protection		
	3rd	Economic effects of tarrifs	2nd	

	4th	Tariff retaliation	2nd	
8	1st	Anti dumping, countervailing duties	1st	
	2nd	Export subsidies		
	3rd	*UNIT3: FDI & MNCs*	2nd	
	4th	Concept of MNCs		
9	1st	Merits and demerits of MNCs	1st	
	2nd	MNCs in India		
	3rd	Concept of FDI	2nd	
	4th	Role & functions of FDI in Developing countr		
10	1st	Factors influencing FDI	1st	
	2nd	FDI operations in India		
	3rd	FDI policy in India, Make in India	2nd	
	4th	Foreign Investment Promotion Board- FIPB		
11	1st	Foreign Investment Promotion Council - FIPC	1st	
	2nd	Indian Joint ventures abroad		
	3rd	Project and consultancy exports	2nd	
	4th	Policy on foreign collaborations		
12	1st	Counter trade arrangements	1st	
	2nd	Counter trade arrangements		
	3rd	Case Study	2nd	
	4th	Case Study		
13	1st	*UNIT4: India's Foreign Trade*	1st	
	2nd	Introduction/significance/merits of FT		
	3rd	Demerits of FT	2nd	
	4th	Growth of India's FT		
14	1st	Direction of India's Exports	1st	
	2nd	Direction of India's Imports		
	3rd	Major Exports(Commodities) of India	2nd	
	4th	Major Imports(Commodities) of India		
15	1st	Major Exports (Services) of India	1st	
	2nd	India's share in World Trade & FTP 2015-202		
	3rd	Prospects for India's Foreign Trade Developn	2nd	
	4th	Challenges to India's Foreign Trade Developn		

Dr. Arun Khatri
(Assistant Professor)

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	BBA II
Subject:-	Principles of Managemet (BBA-102-B)
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4 , Practical:- 2

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
1	1st	*UNIT1: Management*	1st	
	2nd	Introduction and Nature		
	3rd	Process of Management	2nd	
	4th	Process of Management		
2	1st	Principles of Management	1st	
	2nd	Principles of Management		
	3rd	Functions of Management	2nd	
	4th	Functions of Management		
3	1st	Functions of Management	1st	
	2nd	Basic Managerial Roles and Skills		
	3rd	Approaches to Management	2nd	
	4th	Classical Approach		
4	1st	Human Relations and Behavioral Approa	1st	
	2nd	Systems and Contingency Approach		
	3rd	Contemporary Issues and Challenges	2nd	
	4th	Caselet		
5	1st	*UNIT2: Planning and Decision Making*	1st	
	2nd	Concept and Purpose of Planning		
	3rd	Process of Planning	2nd	
	4th	Process of Planning		
6	1st	Types of Plans	1st	
	2nd	Strategic Planning		
	3rd	Tactical Planning	2nd	
	4th	Operational Planning		
7	1st	Goal Setting	1st	
	2nd	Management by Objectives		
	3rd	Decision Making	2nd	
	4th	Nature and Process of DM		

8	1st	Behavioral Apects of DM	1st	
	2nd	Group GM in Organisations		
	3rd	*UNIT3: Organising*	2nd	
	4th	Organising and Leading		
9	1st	Elements of Organising	1st	
	2nd	Division of Work		
	3rd	Departmentalisation	2nd	
	4th	Distribution of Authority		
10	1st	Coordination	1st	
	2nd	Organisation Structure and Design		
	3rd	Leadership	2nd	
	4th	Nature and Significance		
11	1st	Leadership Styles	1st	
	2nd	Behavioral Approaches		
	3rd	Situational Approaches	2nd	
	4th	Caselet		
12	1st	*UNIT4: Motivation*	1st	
	2nd	Concept		
	3rd	Nature	2nd	
	4th	Need Hierarchy Theory		
13	1st	Motivation-Hygiene Theory	1st	
	2nd	Management Control		
	3rd	Nature	2nd	
	4th	Purpose		
14	1st	Process	1st	
	2nd	Process		
	3rd	Control System	2nd	
	4th	Kinds of Control Systems		
15	1st	Effective Control System	1st	
	2nd	Preriquisites		
	3rd	Controlling Techniques	2nd	
	4th	Caselet		

Dr. Arun Khatri
(Assistant Professor)

Specimen of Lesson Plan				
Name of Faculty:-			Dr. Arun Khatri	
Discipline:-			Management	
Semester:-			BBA VI sem	
Subject:-			Personality & Soft Skills Developement(BBA-312)	
Lesson Plan Duration:-			15 Weeks(from January,2020 to April,2020)	
Work Load (Lecture/Practical)per week(in hours):-			Lecturers:-4 , Practical:- 2	
Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
1	1st	*UNIT1: Meaning of Personality*	1st	
	2nd	Concept of personality		
	3rd	Personality Conciousness	2nd	
	4th	Personality patterns		
2	1st	Personality patterns	1st	
	2nd	Personality patterns		
	3rd	Personality Syndrome	2nd	
	4th	Types of Personality Syndrome		
3	1st	Symbols of self	1st	
	2nd	Common symbols of self		
	3rd	Clothing:Qualities symbolised by clothing	2nd	
	4th	Names & Nicknames		
4	1st	Speech : Kinds of speech	1st	
	2nd	Presentation of students		
	3rd	Age: Symbols of Age	2nd	
	4th	Symbols of Success		
5	1st	Assignment:Top 15 successful people of India	1st	
	2nd	Reputation		
	3rd	Molding personality	2nd	
	4th	Sources & techniques of molding		
6	1st	Personality Persistence & Change	1st	
	2nd	Conditions responsible for persistence		
	3rd	*Unit2: Personality Determinants*	2nd	
	4th	Physical determinants of Personality		
7	1st	Body build, attractiveness, physical defects	1st	
	2nd	Intellectual determinants: Introduction		

	3rd	Intellectual Determinants of personality	2nd	
	4th	Emotional determinants		
8	1st	Social determinants of personality	1st	
	2nd	Social mobility, social acceptance		
	3rd	Achievements : Factors contributing , obstacles	2nd	
	4th	Aspirations : kinds , factors affecting		
9	1st	Educational determinants : Introduction	1st	
	2nd	Factors influencing attitudes towards education		
	3rd	Family Determinants: Introduction	2nd	
	4th	Family Determinants: Introduction		
10	1st	*Unit3: Personality Development*	1st	
	2nd	Concept of PD		
	3rd	Healthy Personalities	2nd	
	4th	Self awareness		
11	1st	Self awareness development	1st	
	2nd	Personal Stress		
	3rd	Problem solving Analytically	2nd	
	4th	Problem solving creatively		
12	1st	Case study on topic of Stress	1st	
	2nd	Grooming the personality: appearance		
	3rd	Dress sense	2nd	
	4th	Personal hygiene		
13	1st	Etiquettes & Body language	1st	
	2nd	Time management & Public Speaking		
	3rd	*Unit4: Interpersonal & Group Skills*	2nd	
	4th	Case Study		
14	1st	Positive Relationships	1st	
	2nd	Building positive relationships & its benefits		
	3rd	Gaining power : sources & strategies	2nd	
	4th	Influence , convert power into influence		
15	1st	Fostering motivational environment	1st	
	2nd	Building effective teams: types , strategies		
	3rd	Interviewing skills	2nd	
	4th	Conducting effective meetings		

Dr. Arun Khatri
(Assistant Professor)

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management (BBA-307-B)
Semester:-	BBA V
Subject:-	Computer Networks and Internet
Lesson Plan Duration:-	15 Weeks(from July to November 2019)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4 , Practical:- 2

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)	Practical Day	Topic
1	1st	UNIT1: Computer Networks	1st	HTML
	2nd	Evolution of Computer networks		
	3rd	Impact of computers Network on B/s	2nd	
	4th	Impact of computers Network on B/s		
2	1st	Impact of computers Network on B/s	1st	HTML
	2nd	Data Signals		
	3rd	Data Signals	2nd	
	4th	Analog Signals		
3	1st	Analog Signals	1st	HTML
	2nd	Digital Signals		
	3rd	Digital Signals	2nd	
	4th	Bandwidth		
4	1st	Data transmission	1st	HTML
	2nd	Communication modes		
	3rd	Transmission modes	2nd	
	4th	Transmission modes		
5	1st	UNIT2: Network Models	1st	HTML
	2nd	Computer networks		
	3rd	Advantages	2nd	
	4th	Classification		
6	1st	Topologies	1st	HTML
	2nd	Components of computer networks		
	3rd	Components of computer networks	2nd	
	4th	Components of computer networks		
7	1st	Software components	1st	HTML
	2nd	Hardware components		
	3rd	Network architecture models	2nd	

	4th	OSI model	2nd	
8	1st	OSI model	1st	HTML
	2nd	TCP/IP model		
	3rd	UNIT3: Internet	2nd	
	4th	History and development		
9	1st	working of internet	1st	HTML
	2nd	control mechanism		
	3rd	WWW	2nd	
	4th	URL		
10	1st	IP addressing	1st	HTML
	2nd	DNS		
	3rd	Internet applications	2nd	
	4th	Internet tools		
11	1st	Browser	1st	HTML
	2nd	FTP		
	3rd	Telnet	2nd	
	4th	Email		
12	1st	UNIT4: Intranet	1st	HTML
	2nd	Network security		
	3rd	Security threats and their sources	2nd	
	4th	Countermeasures to ensure security		
13	1st	Cryptography	1st	HTML
	2nd	Network apps in education and training		
	3rd	Healthcare	2nd	
	4th	Banking		
14	1st	e governance	1st	HTML
	2nd	Social Networking		
	3rd	Issues in networked economy	2nd	
	4th	Social issues		
15	1st	Econimoc issues	1st	HTML
	2nd	Ethical issues		
	3rd	Privacy issues	2nd	
	4th	Health issues		

Dr. Arun Khatri
(Assistant Professor)

Specimen of Lesson Plan	
Name of Faculty:-	Dr. Arun Khatri
Discipline:-	Management
Semester:-	MBA IV
Subject:-	Entreprenuership
Lesson Plan Duration:-	15 Weeks(from January,2020 to April,2020)
Work Load (Lecture/Practical)per week(in hours):-	Lecturers:-4

Week	Theory		Practical	
	Lecture Day	Topic (including Assignment/Test)		
1	1st	Unit 1: Entrepreneurship		
	2nd	Concept and Definitions		
	3rd	Classification and Types		
	4th	Traits/Qualities		
2	1st	Cultural Diversity		
	2nd	Entrepreneurship's Challenges		
	3rd	Myths concerning Entrepreneurship		
	4th	Factor affecting Entrepreneurial Growth		
3	1st	Entrepreneurship Process		
	2nd	EDP Programmes		
	3rd	Case Discussion		
	4th	Case Discussion		
4	1st	Unit-II		
	2nd	Identification of Business opportunities		
	3rd	Innovation Technology Management		
	4th	Identification of Business opportunities		
5	1st	recognition of a good business opportunity;		
	2nd	Models of Opportunity Evaluation		
	3rd	*RAMP Model*		
	4th	Seven-domain Framework		
6	1st	Generation of Business Idea		
	2nd	Approach & techniques of Business Idea		
	3rd	Business Plan : Purpose of Business Plan		
	4th	Contents of Business Plan		
7	1st	Presenting of Business Plan		
	2nd	Why Business plan Fails		
	3rd	procedure for setting up an Enterprise		
	4th	Project Report Preparatio		
	1st	Specimen of Project Report		

8	2nd	Case Discussion		
	3rd	Case Discussion		
	4th	Case Discussion		
9	1st	Unit-III: Indian Models in Entrepreneurship		
	2nd	Social Entrepreneur: Introduction		
	3rd	Characteristics, Need, Types		
	4th	Motivations of Social Entrepreneur		
10	1st	Benefits of Social Entrepreneur		
	2nd	Supporting Social Entrepreneur		
	3rd	Evaluating Social Performance.		
	4th	Women Entrepreneurship		
11	1st	Role & Importance		
	2nd	Profile Women Entrepreneur		
	3rd	Emerging Eco-System for Women Entrepreneur		
	4th	Problems of Women Entrepreneurs		
12	1st	*Women Entrepreneurship Development in India*		
	2nd	*Women Entrepreneurship Development in India*		
	3rd	Case Discussion		
	4th	Case Discussion		
13	1st	Unit-IV: Developments of Entrepreneur		
	2nd	Micro, Small and Medium Enterprises		
	3rd	Concept & definitions		
	4th	Role & Importance		
14	1st	MSMED Act 2006		
	2nd	Current Scheme of MSME		
	3rd	Technology Up-gradation Scheme		
	4th	Marketing Assistance Scheme		
15	1st	Certification Scheme, Credit- rating scheme		
	2nd	Problems facing MSME		
	3rd	Financing the venture: Introduction, Different stages of Money		
	4th	Sources of Finance, Seed Funding, Venture Cap		
Funding from Banks & Lease Financing.				

Dr. Arun Khatri
(Assistant Professor)