# Detailed Course Scheme Bachelor of Business Administration (BBA)

Finance, Marketing, Human Resource Management, Foreign Trade & Digital Marketing

Semester-I (2025-2029)

D0C202505280014



# **RNB GLOBAL UNIVERSITY**

RNB Global City, Ganganagar Road, Bikaner, Rajasthan 334601

#### **OVERVIEW**

RNB Global University follows Semester System along with Choice Based Credit System as per latest guidelines of University Grants Commission (UGC). Accordingly, each academic year is divided into two semesters, **Odd (July-December) and Even (January-June).** Also, the university follows a system of continuous evaluation along with regular updating in course curricula and teaching pedagogy.

The curriculum for BBA program for (July-December) Odd Semester, 2025 along with Examination pattern is as follows:

#### Semester -I

S. No.	Course Code	Category	Course Name	L	T	P	Credits
1.	BBAC21100	DSC-1	Financial Accounting	3	1	0	4
2.	BBAC22101	DSC-2	Principles of Management	3	1	0	4
3.	BBAC21102	DSC-3	Principles of Micro Economics	3	1	0	4
4.		GE-1	One from the pool of GE- Group A	3	1	0	4
5.	AECH55002	AEC-1	Hindi-I	2	0	0	2
6.	SEC077001	SEC-1	Ability & Skill Enhancement – I	2	0	0	2
7.		VAC-1	One from the pool of VAC- Group A	2	0	0	2
8.	WHNN99000		Workshops/Seminars/Human Values/ Social Service/NCC/NSS	-	-	-	1
			Total	18	4	0	23

#### **EVALUATION SCHEME**

The evaluation of the BBA program would be based on Internal and External Assessments. Internal Assessment would consist of 50% of the marks (50 marks) and external assessment (in form of End Term Exam) would consist of remaining 50% marks (50 marks). Detailed scheme of Internal and External Assessments as follows:

#### **Internal Assessment**

The distribution of Internal Assessment Marks is as follows:

Туре	Details	Marks
Mid Term	One Mid-term Sessional	25
Quiz	Quiz based on MCQs	5
Marks obtained in various Tests, Assignments, Presentations, Quiz, Tutorials, etc.	Average of marks obtained	15
Academic Performance including Attendance	Eligibility >75% Attendance	5
TOTAL		50

#### **External Assessment**

Type	Marks
Theory	50

# EVALUATION SCHEME- WORKSHOPS & SEMINARS AND HUMAN VALUES & SOCIAL SERVICE/NCC/NSS

- 1. The evaluation of Workshops & Seminar and Human Values & Social Service/NCC/NSS will be completed from Semester I Semester VI. It will be evaluated internally by the various Forums & Schools Concerned. The credit for this will be given at the end of each Semester.
- 2. The students must join club/clubs/Forums with the active participation in different activities of club. The students would be continuously assessed from Semester-I to Semester-IV and credits and marks would be given after the end of each Semester

#### 1. Vision

To create a transformative learning environment that develops ethical global leaders, entrepreneurial thinkers, and strategic decision-makers, empowering students to excel in diverse and dynamic business landscapes.

#### 2. Mission

**Ethical Leadership and Integrity-** Nurture ethically responsible leaders with integrity and accountability, equipping them with the skills to excel in global business environments.

**Innovation and Entrepreneurship-** Inculcate creativity, innovation, and entrepreneurial thinking, enabling students to identify opportunities, develop sustainable solutions, and drive positive societal impact.

**Transformative Learning Experience-** Provide a transformative learning experience by integrating academic excellence, industry exposure, and technological proficiency, ensuring students are prepared for the digital and global economy.

**Adaptability and Continuous Learning-** Cultivate adaptability, resilience, and lifelong learning, empowering students to navigate dynamic business landscapes and contribute meaningfully to society.

**Strategic Thinking and Growth-** Equip students with analytical, problem-solving, and strategic decision-making skills, enabling them to drive sustainable business growth and innovation in a competitive global market place.

# 3. Program Educational Objectives (PEO's)

**PEO1:** To develop students to handle issues related to business and solve problems.

**PEO2:** To develop leadership qualities in students to lead a team as well as work as member of team.

**PEO3:** To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching pedagogy.

## 4. Programme Outcomes (PO's):

After the completion of this program students will be able to:

**PO1: Exhibit** memory of previously learned management knowledge by correlating facts and terminologies.

**PO2: Understand** the impact of societal and environmental factors on business and corporate world and explain its relationship with sustainable development.

**PO3: Demonstrate** knowledge and understanding of the management principles to explore different functional aspects of business world.

**PO4: Develop** technical competence in domestic and global business through the study of major disciplines within the fields of business.

**PO5**: **Apply** the knowledge of business concepts and functions in an integrated manner to solve business problems.

**PO6:** Make use of ethical principles and commit to professional ethics and responsibilities and norms of the Management practice.

**PO7: Organize** a complex issue into a coherent written statement and plan its effective presentation.

**PO8: Function** effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.

**PO9: Analyze, and devise solutions** for structured and unstructured business, problems of law and issues using structured, cohesive, and logical reasoning.

**PO10: Create and manage** innovations, new business development, and high-growth potential entities. They will be able to create an additional avenue of self-employment and to benefit industry by providing them with suitable trained person.

**PO11: Examine** and break information into parts to manage projects in multidisciplinary environments.

**PO12: Build** the ability to engage in independent and life-long learning in the broadest context of technological change.

# 5. Program Specific Outcome (PSO's):

**PSO1: Demonstrate understanding of** arrange of disciplines of Management, business, accounting, economics, finance, and marketing.

**PSO2: Develop** the proficiency to adopt critical thinking by analysis & interpretation of the situations, cases & construct feasible solutions to solve problems and use decision making skills in business decisions.

**PSO3: Apply** the knowledge of academics in Industry and get trained to exhibit the relevance of conceptual knowledge gained in academics in real professional world through Internship and projects.

**PSO4**: **Adapt** business practices based on the opportunities and challenges of a growing business environment.

# 6. Course Outcomes (COs): Semester - I

Course Code & Course Name	After completion of these courses' students should be able to
BBAC21100 -	<b>CO1:</b> Define the basic concepts of accounting and financial statements.
Financial Accounting	<b>CO2:</b> Remember the execution of the accounting process- Recording-Classifying and Summarizing.
	<b>CO3:</b> Apply the principles and concepts of accounting in preparing the financial statements.
	CO4: Apply the use of accounting software.
	CO5: Interpret financial results and use in decision making.
BBAC22101 – Principles of	<b>CO1:</b> Define about basic management concepts, principles and practices understand Nature of Management.
Management	CO2: Understand "planning, organizing, coordinating, staffing, directing, budgeting, controlling, and evaluating functions of management; leadership roles and styles, and the human aspects of management"
	CO3: Apply the Planning and Decision Making & Organizing.
	CO4: Analyze the need of effective Directing, Leadership, Co-ordination and Controlling
	CO5: Analyze the concept of controlling with examples & implement.
BBAC21102 – Principles of Micro	<b>CO1:</b> Remember the concepts of microeconomics dealing with consumer behaviour and market.
Economics	CO2: Understand the importance of Microeconomics in economic analysis.
	<b>CO3:</b> Apply the concepts of consumer behaviour and producer behaviour and determine the market equilibrium.
	<b>CO4:</b> Analyze how does a free market economy with its millions of consumers and producers work to decide about the allocation of productive resources among the thousands of goods and services & understand the analytics of supply and demand and its various uses.
	<b>CO5:</b> Interpret the effects of theories and tenets of microeconomics on business concern.
GEC066001- Business	<b>CO1:</b> Explain historical background and the development of communication; Importance and role of communication in everyday life.
Communication (From the Pool of GE- Group A)	CO2: Understand Mechanics behind the communication process, difficulties experienced in communication. Different types of communication, impedance due to extraneous factors called "barriers"
	<b>CO3:</b> Apply different types of communication, impedance due to extraneous factors called "barriers".
	<b>CO4:</b> Analyse the Important non-verbal parameters in communication. So to make communication effective and attractive.
	CO5: Apply the appropriate body language for making presentation more

	effective
AECH55002-	co1: हिंदी भाषा के मूल इतिहास और उसकी लिपि देवनागरी को समझाने में
Hindi I	co2: हिंदी शब्द की उत्पत्ति, अर्थ और प्रयोग समझाने में
	co3: हिंदी लिपि के विकास को समझाने में सक्षम
	co4: हिंदी भाषा की सभी प्रकार की बोलियों को सूचीबद्ध करने में
	cos: देवनागरी की विशेषताएँ एवं विशिष्टता समझाने में
SEC077001- Ability and Skill	<b>CO1:</b> Understand the relevance and method of writing impactful and structured resume.
Enhancement I	<b>CO2:</b> Explain the need for right etiquettes to be followed in the professional world.
	<b>CO3:</b> Develop confidence in public speaking and expressing their opinions and ideas clearly and effectively.
	<b>CO4:</b> Build employability skills like critical thinking, team work, conflict management and leadership skills.
	CO5: Communicate effectively in English
VAC088001- Electoral Literacy (From the pool of	<b>CO1:</b> Understand the processes involved in delimitation of constituencies, preparation of electoral rolls, recognition of political parties, and allotment of symbols.
VAC-Group A)	<b>CO2:</b> Identify the shortcomings of the Indian Electoral System and analyze the need for electoral reforms.
	<b>CO3:</b> Identify the roles and responsibilities of officers on election duty, such as Returning Officers, Presiding Officers, and Polling Officers.
	<b>CO4:</b> Analyze the process of polling, counting, and declaration of results, including re-poll and countermanding of elections.
	CO5: Evaluate the advantages and disadvantages of EVMs and VVPATs compared to traditional voting methods.

# 7. CO PO Mapping: Semester - I

BBAC21100	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012
CO1	3	ı	2	2	3	2	1	1	2	2	ı	3
CO2	2	-	-	1	1	-	-	-	1	2	2	3
CO3	2	2	2	2	2	2	2	-	2	2	2	3
CO4	2	-	-	3	3	-	-	-	1	2	2	3
CO5	3	3	3	2	2	-	-	2	2	2	2	3

BBAC22101	P01	PO2	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012
CO1	3	-	2	1	-	2	2	2	2	2	2	-
CO2	-	3	3	-	2	3	2	3	-	3	2	3
CO3	1	2	-	2	-	3	-	2	1	-	3	-
CO4	3	2	2	3	-	2	2	3	1	1	2	1
CO5	1	-	2	1	3	3	-	3	3	-	3	3

BBAC21102	P01	P02	P03	P04	P05	P06	P07	P08	P09	PO10	PO11	PO12
CO1	2	3	3	3	3	3	2	3	3	-		3
CO2	2	-	-	-	2	1	-	1	-	2	1	3
CO3	-	2	-	1	3	-	2	2	1	-	2	2
CO4	2	-	2	3	1	3	3	2	3	-	3	-
CO5	3	3	3	3	-	3	3	-	3	3	3	3

GEC066001	P01	P02	P03	P04	P05	P06	P07	P08	P09	PO10	P011	PO12
CO1	2	2	3	2	-	1	2	2	1	2	2	2
CO2	1	-	2	2	2	2	-	2	2	-	2	-
CO3	1	3	2	-	-	2	2	3	-	3	-	2
CO4	1	-	2	3	3	2	-	-	2	2	-	-
CO5	3	2	3	2	3	1	3	2	2	2	2	2

AECH55002	P01	P02	P03	P04	P05	P06	P07	P08	P09	PO10	P011	PO12
CO1	-	2	3	3	2	2	3	-	3	2	3	3
CO2	2	2	2	2	2	-	-	3	2	-	-	3
CO3	-	3	-	-	-	3	3	-	3	-	3	-
CO4	3	2		2	2	3	3	3	2	2	2	2
CO5	2	3	2	3	-	-	2	-	2	-	2	3

SEC077001	P01	P02	P03	P04	P05	P06	P07	P08	P09	PO10	P011	PO12
CO1	2	-	3	3	3	2	2	3	1	2	-	3
CO2	-	2	-	-	2	1	-	-	2	2	-	3
CO3	2	-	1	3	3	2	-	3	2	-	2	3
CO4	2	1	2	2	1	-	-	-	-	3	2	1
CO5	3	2	3	2	3	-	-	2	-	2	2	2

VAC088001	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010	P011	P012
CO1	-	2	3	3	2	3	3	3	3	2	-	3
CO2	2	-	-	2	2	2	-	3	-	3	2	3
CO3	-	3	3	2	-	3	3	-	3	2	3	-
CO4	-	2	-	2	2		-	2	-	2	2	2
CO5	2	3	2	3	-	-	-	3	2		2	3

#### 8. Curriculum

Course Name: Financial Accounting Course Code: BBAC21100

#### **Objectives**

- To provide an in-depth study of the various business cycle and process, analyze operations, Profit planning.
- Understand the basic accounting concepts and their application in business. -
- Gain knowledge on the preparation of financial statements.
- Students will be exposed to take decisions on depreciation method to be adopted.
- To familiarize students with the mechanics of preparation of financial statements, understanding corporate financial statements, their analysis and interpretation.

#### **Course Outline**

#### **Unit I: Meaning and Scope of Accounting**

Need for Accounting, Development of Accounting, Definition and Functions of Accounting, Limitation of Accounting, Book Keeping and Accounting, Is Accounting Science or Art?, End User of Accounting Information, Accounting and other Disciplines, Role of Accountant, Branches of Accounting, Difference between Management Accounting and Financial Accounting, Objectives of Accounting, Accounting Equation.

**Accounting Principles and Standards**: Meaning of Accounting Principles, Accounting Concepts, Accounting Conventions, Systems of Book Keeping, Systems of Accounting, Introduction to Accounting Standards Issued by ICAI.

**Journalising Transactions**: Journal, Rules of Debit and Credit, Compound Journal Entry, Opening Entry

**Sub Division of Journal**: Cash Journal, Petty Cash Book, Purchase Journal, Sales Journal, Sales Return Journal, Voucher System.

**Ledger Posting and Trial Balance**: Ledger, Posting, Relationship between Journal and Ledger, Rules Regarding Posting, Trial Balance, Final Accounts of Sole Proprietorship and Firms. Discuss parallels between the Indian "Bahi-Khata" system and modern ledger posting practices.

#### **Unit II: Capital and Revenue**

Classification of Income, Classification of Expenditure, Classification of Receipts, Difference between Capital Expenditure & Capitalized Expenditure, Revenue Recognition.

**Accounting Concept of Income**: Concept of Income, Accounting Concepts and Income Measurement, Expired Cost & Income Measurement, Relation Principle and Income Measurement, Accountants and Economists' Concept of Capital and Income.

Explore traditional Indian revenue systems, such as land tax and its contribution to concepts of capital and income.

#### Unit III: Inventory Valuation

Meaning of Inventory, Objectives of Inventory Valuation, Inventory Systems, Methods of Valuation of Inventories, Accounting Standard 2(Revised): Valuation of Inventories

**Depreciation Provisions and Reserves**: Concept of Depreciation, Causes of Depreciation, Basic Features of Depreciation, Meaning of Depreciation Accounting, Objectives of Providing Depreciation, Fixation of Depreciation Amount, Method of Recording Depreciation, Methods of Providing Depreciation, Depreciation Policy, AS-6(Revised) Depreciation Accounting, Provisions and Reserves, Change of method of Depreciation

#### **Unit IV: Final accounts and inland branches**

#### Final Accounts

Capital and Revenue Expenditures and Receipts: General Introduction Only. Preparation of financial statements of non-corporate business entities.

#### **Accounting for Inland Branches**

Concept of dependent branches; accounting aspects; debtors' system, stock and debtors' system, branch final accounts system.

#### Suggested Readings:

- 1. Maheshwari, S.N. and S. K. Maheshwari; *An Introduction to Accountancy,* Eighth Edition, Vikas Publishing House, 2003.
- 2. Gupta, R.L. and V.K. Gupta; *Financial Accounting: Fundamentals,* Sultan Chand Publishers, 2003.
- 3. Monga, J.R., An Introduction to Financial Accounting, First Edition, MayoorPaperbooks, 2005.
- 4. Monga, J.R. and Girish Ahuja; *Financial Accounting,* Eighteenth Edition, Mayoor Paper Backs, 2003.
- 5. Bhattacharya, S.K. and J. Dearden; *Accounting for Manager Text and Cases,* Third Edition, Vikas Publishing House, 2003.
- 6. Maheshwari, S.N. and S.K. Maheshwari; *Advanced Accountancy*, Eighth Edition, Vol. I & II, Vikas Publishing House, 2003.

# **Course Name: Principles of Management**

**Course Code: BBAC22101** 

#### **Objectives**

• This course aims to empower students with knowledge and capacities to understand and analyse Integrating Marketing Management, from a corporate and consumer perspective. Lectures are a mix of theory and practical exercises to improve memorization, to increase students' involvement and work capacities and to make lectures more dynamic. The concepts will be discussed through case study discussions and presentations on practical aspects.

- To gain knowledge about the four management functions of planning, organizing, leading, and controlling and introduce to the historical evolution of management theories.
- To learn the basics of group dynamics and the challenges of managing work teams.
- To familiarize with various leadership styles and theories of motivation.
- To describe the control process including: the importance of control, tools for measuring organizational performance, and managerial actions.
- The course aims at providing fundamental knowledge and exposure to the concepts, theories, and practices in the field of management.

#### **Course Outline**

#### **Unit I: Introduction**

Concept, nature, process, and significance of management; Managerial levels, skills, functions, and roles; Management Vs. Administration; Coordination as essence of management; Development of management thought: classical, neo-classical, behavioural, systems and contingency approaches.

#### **Unit II: Planning**

Nature, scope, and objectives of planning; Types of plans; planning process; Business forecasting; MBO; Concept, types, process, and techniques of decision-making; Bounded Rationality

**Organising**: Concept, nature, process, and significance; Principles of an organization; Span of Control; Departmentation; Types of an organization; Authority-Responsibility; Delegation and Decentralization; Formal and Informal Organization.

#### **Unit III: Staffing**

Concept, Nature and Importance of Staffing, Motivating *and Leading*: Nature and Importance of motivation; Types of motivation;

Theories of motivation-Maslow, Herzberg, X, Y and Z; Leadership – meaning and importance; **Leadership Styles from Indian Tradition**: Leadership examples from Indian epics (e.g., Rama as the ideal leader, Krishna as transformational leader). Traits of a leader; Leadership Styles – Likert's Systems of Management,

Tannenbaum & Schmidt Model and Managerial Grid.

#### **Unit IV: Controlling**

Nature and Scope of control; Types of Control; Control process; Control techniques – traditional and modern; Effective Control System,

#### **Suggested Readings:**

- 1. Stoner, Freeman, and Gilbert Jr.; Management, Prentice Hall of India, New Delhi, 2003.
- 2. Gupta, C.B.; *Management Concepts and Practices,* Sultan Chand and Sons, New Delhi, 2003.
- 3. Koontz. O Donnel and Weirich- "Management," Tata McGraw Hill Publishing Company, New Delhi, 2001.
- 4. R.K. Chopra- "Principles Practices of Management," Sun India Publication.
- 5. P.C. Tripathi and P. N. Reddy," Principles & Practices of Management," 2nd edition.

# Course Name: Principles of Micro Economics Course Code: BBAC21102

#### **Objectives**

- Microeconomics helps in macro analysis. It is an important method of economic
  analysis; it is microeconomics that tells us how a free market economy with its
  millions of consumers and producers work to decide about the allocation of
  productive resources among the thousands of goods and services.
- To provide a thorough introduction to economic theory. Starting from the basic ideas
  of trade-offs, opportunity cost, and the benefits of trade, also study how the market
  forces of supply and demand cause prices to be what they are.

#### **Course Outline**

#### **Unit I: Introduction**

- a) Demand and Supply: Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; Market equilibrium and price determination.
- b) Demand and supply.
- c) Application of demand and supply.

#### **Unit II: Consumer Theory**

Ordinal Utility theory: (Indifference curve approach): Consumer's preferences; Interference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

#### **Unit III: Production and Cost**

- a) Production: Firm as an agent of production. Concepts of Production function. Law of variable proportions; Isoquants; Return to scale. Economics and Diseconomies of scale.
- b) Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

#### Unit IV: Market Structure

- a) Perfect Competition: Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, the long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition
- b) Monopoly: Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.
- c) Imperfect Competition: Difference between perfect competitions, monopoly, and imperfect competition;

- d) Monopolistic Competition: Assumption; Short run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.
- e) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non-cooperative Behaviour and dilemma of oligopolistic firms.

#### **Unit V: Income Distribution and Factor Pricing**

Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income. Traditional Varna Based occupations and Jajmani system.

#### **Suggested Readings:**

- 1. Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta; Microeconomics, Pearson Education.
- 2. N. Gregory Mankiw, Principles of Micro Economics, Cengage Learning.
- 3. Maddala G.S. and E. Miller; Microeconomics: Theory and Applications, McGraw-Hill Education.
- 4. Salvatore, D. Schaum's Outline: Microeconomic Theory, McGraw-Hill, Education.
- 5. Case and Fair, Principles of Micro Economics, Pearson Education
- 6. Koutsiyannis, Modern Micro Economic Theory.
- 7. C Snyder, Microeconomic Theory: Basic Principles and Extensions, Cengage Learning.
- 8. Bilas, Richard A., Microeconomics Theory: A Graphical Analysis, McGraw-Hill Education.
- 9. Paul A Samuelson, William D Nordhaus, Microeconomics, McGraw-Hill Education.
- 10. Amit Sachdeva, Micro Economics, Kusum Lata Publishers.

## Course Name: Business Communication (From the pool of GE) Course Code: GEC066001

#### **Objectives**

- To equip students of the BBA course effectively to acquire skills in reading, writing, comprehension, and communication, as also to use electronic media for business communication.
- To provide an overview of the various business communication skills and groom students professionally.

#### **Course Outline**

#### Unit I

Introduction: Communication in Ancient Indian Education Systems: Guru-Shishya Parampara as a Model of Effective Communication, Role of listening and questioning in the learning process (student-centric learning), The Three Stages of Learning Communication: a.

Śravaṇam (Listening/Absorbing), b. Mananam (Reflection/Contemplation), c. Nididhyāsanam (Meditation/Realization)

#### **Unit II**

The significance of communication in a business organization: Channels of communication – Downwards, Upwards, Horizontal, Consensus, and Grapevine. Models of Communication, Barriers in communication, Perception and Communication.

#### Unit III

Language of Communication: Verbal and Non-verbal (Spoken and Written), Verbal and Non-Verbal communication techniques used by gurus (chants, gestures, silence, symbols), Intrapersonal, Inter-personal and Group communication, Modes of human communication: Basic differences in the principal modes of human communication – reading, writing, listening, speaking and non-verbal communication. Spoken communication: Importance of spoken communication, designing receiver-oriented messages, comprehending cultural dimension. Speaking Skills Monologue Dialogue Group Discussion Effective Communication/ Miscommunication Interview Public Speech.

#### **Unit IV**

Making Oral presentations: Functions of presentations, defining objective, audience analysis, collection of materials, organization of materials, body language, effective delivery techniques. Written communication: Fundamentals of sentence structure, writing as a process. Reading and Understanding Close Reading Comprehension Summary Paraphrasing Analysis and Interpretation Translation (from Indian language to English and vice-versa) Literary/Knowledge Texts Writing Skills Documenting Report Writing Making notes Letter writing.

#### Unit V

Fundamental of Technical Writing: Special features of technical writing, the word choice, developing clarity and conciseness, Report writing, Business letters, Applications, and resumes. Transactional Analysis: Three human ego states, 4 life positions, different types of transactions.

**Laboratory work:** Audio-visual aids for effective communication: The role of technology in communication, the role of audio-visuals, designing transparencies, computer-aided presentation software, Software-aided activities in developing communication skills: Proper pronunciation, learning to use the correct tense, Business writing, Report writing, connected speech, Building up vocabulary, Awareness about the common errors in the usage of English, etc. Case studies, group discussions, presentations.

#### **Suggested Readings:**

- 1. Sen, L., Communication Skills. Prentice Hall of India (2004).
- **2.** Dhar, M., The Funda of Mixology: What bartending teaches that IIM does not, Srishti Publications (2008).
- 3. Narayan, R. K., under the banyan tree and other stories. Penguin Classics. (2007)
- 4. Radhakrishnan, Dr. Sarvepalli. Indian Philosophy.
- 5. Swami Dayananda Saraswati. Introduction to Vedanta.

# Course Name: HINDI-I (हिंदी भाशा और उपसक लिपि का उपसक)

**Course Code: AECH55002** 

## पाठ्यक्रम के परिणाम

# इसकोर्सकेपूराहोनेकेबादछात्रसक्षमहोसकेंगे

- हिंदींभाषा के मूल इतिहास और उसकी लिपि देवनागरी को समझाने में
- हिंदी शब्द की उत्पत्ति, अर्थ और प्रयोग समझाने में
- हिंदी लिपि के विकास को समझाने में सक्षम
- हिंदी भाषा की सभी प्रकार की बोलियों को सूचीबद्ध करने में
- देवनागरी की विशेषताएँ एवं विशिष्टता समझाने में

#### **Course Outline**

# ईकाई-1: हिंदीभाषा के विकास की पूर्वपीठिका

- •भारोपीय भाषा–परिवार एवंअर्थभाषाएँ (संस्कृत, पालि, प्राकृत, अपभ्रंश आदि)
- •हिंदी का आरंभिक रूप
- 'हिंदी' शब्द का अर्थ एवंप्रयोग
- •हिंदी का विकास(आदिकाल, मध्यकाल, आधुनिककाल)

## इकाई-2 : हिंदीभाषा का क्षेत्रा एवंविस्तार

- •हिंदीभाषा : क्षेत्र एवंबोलियाँ
- •हिंदी के विविध रूप(बोलचाल की भाषा, राष्ट्रभाषा, राजभाषा, संपर्क-भाषा, संचार भाषा)
- •हिंदी का अखिलभारतीय स्वरूप
- •हिंदी का अंतर्राष्ट्रीय संदर्भ

# इकाई-3: लिपि का इतिहास

- •भाषाऔर लिपि का अंतःसंबंध
- •परिभाषा, स्वरूप एवंआवश्यकता
- •लिपि के आरंभिक रूप(चित्रालिपि, भावलिपि, ध्वनि-लिपि)
- •भारतमें लिपि का विकास

# इकाई-4: देवनागरी लिपि

- •देवनागरी लिपि का परिचय एवंविकास
- •देवनागरी लिपि का मानकीकरण
- •आदर्श लिपि के गुणऔरदेवनागरी लिपि की विशेषताएँ
- •देवनागरी लिपि औरकम्प्यूटर

#### सहायकग्रंथ

- हिंदीभाषा का इतिहास.धीरेंद्रवर्मा
- भारतीय पुरालिपि.डॉ. रामबलिपाण्डेय (लोकभारती प्रकाशन)
- हिंदीभाषा का उद्गमऔरविकास.उदयनारायण तिवारी
- हिंदीभाषा की पहचान से प्रतिष्ठातक.डॉ. हनुमानप्रसाद शुक्ल
- लिपि की कहानी.गुणाकरमुले
- भाषाऔरसमाज रामविलास शर्मा

# Course Name: Ability & Skill Enhancement I Course Code: SEC077001

#### **Objective**

• To make students understand the usage of Grammar in day-to-day life and improve their fluency and confidence while speaking English.

#### Course Outline -Final Assessment - Written Paper

#### Unit I: Ice Breaking Session & Recap of Language Skills

Ice Breaking Session, Phrase, Clause, Sentence, Word Classes (Parts of Speech).

#### **Unit II: Recap of Language Skills**

Tenses (Present, Past Future), Modals, Articles (a, an, the).

#### **Unit III: Reading Skills & Fluency Building**

Reading Process, Importance & Types of Reading, Techniques of Reading, and Strategies to Improve Reading Abilities, Comprehension, Reading Aloud, Reading News.

#### **Unit IV: Writing Skills**

Generating ideas/gathering data, organizing ideas, Note taking, Outlining, drafting, Editing, and Proof Reading, Story Writing (through pictures/videos), Dialogue Writing, Email Writing.

#### **Unit V: Listening & Speaking Skills**

Types and Essentials of good listening, Listening Process, Barriers to Listening and Strategies to improve Listening, Listening to Inspirational Movies/Clips, Listening News Techniques of Effective Speaking, Introducing Oneself, and others, Extempore, Situational Conversations (Practicing Short Dialogues).

# Course Name: Electoral Literacy (From the Pool of VAC) Course Code: VAC088001

#### **Objective**

• To empower present and future voters, with the knowledge, skills, and motivation to participate responsibly in the electoral process.

- To sensitize students about power of voting.
- To promote awareness about the importance of voting and the role of elections in a democratic society.

#### **Course Outcomes:**

After the completion of this course the students will be able to-

- 1. Understand the nature of Indian democracy and the main features of the Electoral System in India.
- 2. Understand the role of the Election Commission of India and the office of the CEO
- 3. Search various platforms instituted by ECI for increasing voter registration, voting percentage, and strengthening democracy.

#### **Course Outline**

#### Unit I: Understanding the electoral system &processes

- a. Main Features of the Indian Electoral System; Election Commission of India, Composition, Tenure and Removal, Powers and Functions of The Election Commission, Delimitation of Constituencies, Preparation of Electoral Rolls, Recognition of Political Parties, Allotment of Symbol. Officers on Election Duty; Returning Officer, Presiding Officers, Polling Officers.
- b. Voter registration (Enrolment)/ Special Summary Revision
- c. Electoral Processes; Notification for Election, Filing of Nomination, Security Deposit, Scrutiny and Withdrawal, Election Campaign,
- d. Model Code of Conduct, Scrutinization of Expenses, Polling, Counting and Declaration of Result, Re-poll, Countermanding of Election
- e. Journey from ballot paper to EVM & VVPAT
- f. Shortcomings of the Indian Electoral System, Electoral Reforms

# Unit II: SVEEP (Systematic Voter's Education and Electoral Participation): Process & Philosophy

- a. Ethical & informed voting
- b. Electoral literacy platforms: ELC, Chunav Pathashala & VAF
- c. Challenges & initiatives for strengthening democracy

#### Unit III: Course-related field work and Assignments

To register at least 25 eligible voters in their respective constituencies; To aware voters of the deletion of names from voters' lists to update the voters' list and help them fill up the application form for the same in person (25 voters). Creating posts on social media for advertising voter registration in the electoral roll, deletion/ corrections in the voters' lists, special summary revision programs; Creating and actively leading the Electoral Literacy Club in their colleges, organizing programs on issues related to elections, ethical voting, and democratic empowerment.; Leading initiatives on fair poll at the college level; Organize programs related to elections, ethical voting, etc. in coordination with the BLOS of the respective areas; To observe and inspect whether a Voter Awareness Forum has been set up at Government offices, NGOs, and corporate companies in the respective areas; To conduct

surveys in villages/ localities/ housing societies on registration of voters and encourage registration process/ help with the updates in voters' lists.

#### **Suggested Readings:**

- 1. "Electoral Literacy: A Comparative Study" by Rajni Kant Pandey, published by Mittal Publications
- 2. "Electoral Literacy for Citizens" by ECI, published by Election Commission of India
- 3. "Democracy and Election Laws" by V.S. Rama Devi, published by Asia Law House

**Note:** The review of Syllabus happens on periodic basis for the benefit of the students. In case there are changes in curriculum due to review, students would be intimated in writing.

### 9. Lesson Plans: Semester - I

# **BBAC21100 - Financial Accounting**

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, COs & POs	C-1	Lecture
Unit-I	Need for Accounting, Development, and Accounting Cycle	C-2	Lecture
Unit-I	Accounting, Definition and Functions, and Scope of Accounting	C-3	Lecture
Unit-I	Bookkeeping and Accounting: Is Accounting Science or Art?	C-4	Lecture
Unit-I	End User of Accounting Information, Accounting and other Disciplines, Role of Accountant, Branches of Accounting	C-5	Lecture
Unit-I	Objectives of Accounting, Difference between Management Accounting and Financial Accounting,	C-6	Lecture
Unit-I	Accounting Equation	C-7	Lecture
Unit-I	Accounting Equation-Effect of a transaction on the accounting equation	C-8	Lecture
Unit-I	Accounting Principles and Standards: Accounting Concepts,	C-9	Lecture
Unit-I	Accounting Principles and Standards: Accounting Conventions, Systems of Bookkeeping	C-10	Lecture
Unit-I	System of Accounting, Introduction to Accounting Standards Issued by ICAI	C-11	Lecture
Unit-I	Journalizing Transactions: Journal, Rules of Debit and Credit with example	C-12,13	Lecture
Unit-I	Journalizing Transactions: Compound Journal Entry, Opening Entry, discuss parallels between the Indian "Bahi-Khata" system and modern ledger posting practices	C-14	Lecture
Unit-I	Recording of a business transaction - Entry analysis	C-15	Lecture
Unit-I	Subdivision of Journal: Simple Cash Book	C-16	Lecture
Unit-I	Cash Journal, Petty Cash Book	C-17	Lecture
Unit-I	Purchase Journal, Sales Journal, Sales Return Journal, Voucher System	C-18	Lecture
Unit-I	Ledger Posting and Trial Balance: Relationship between Journal and Ledger, Rules Regarding Posting, Trial Balance, Final Accounts of Sole Trader	C-19,20	Lecture
Unit-I	Clarification Class	C-21	Clarification Class
Unit-I	Classroom Assignment I	C-22	Classroom Assignment
Unit-II	Capital and Revenue	C-23	Lecture
Unit-II	Classification of Income, Expenditure, and Receipt	C-24	Lecture
Unit-II	Revenue Recognition, Explore traditional Indian revenue systems, such as land tax and its contribution to concepts of capital and income.	C-25	Lecture
Unit-II	Accounting Concept of Income - Income and	C-26,27	Lecture

		1	-
	Expenditure-Income Measurement, Expired Cost &		
** ** **	Income Measurement		
Unit-II	Relation Principle and Income Measurement,	6 20 20	T .
	Accountants' and Economists' Concept of Capital	C-28,29	Lecture
Unit-II	and Income Presentation	C-30	Presentation
Unit-II	Clarification Class	C-30	Clarification Class
UIIIt-II		C-31	Clarification Class
Unit-III	Inventory Valuation: Meaning and Objectives, Methods of valuation of inventories	C-32,33	Lecture
Unit-III	Accounting Standard 2 (Revised): Valuation of	C 24.25	Lastuna
	Inventories	C-34,35	Lecture
Unit-III	Depreciation Provisions and Reserves: Concept,	C 26	Lastuna
	Causes, Basic Features of Depreciation,	C-36	Lecture
Unit-III	Meaning of Depreciation Accounting, Objectives of		
	Providing Depreciation, Fixation of Depreciation	C-37,38	Lecture
	Amount,		
Unit-III	Method of Recording Depreciation, Methods of	C-39	Lecture
	Providing Depreciation	G-37	Lecture
Unit-III	Take Home Assignment		Home Assignment
Unit-III	Depreciation Policy, AS-6 (Revised) Depreciation	C-40	Lecture
	Accounting, Provisions and Reserves,	C-40	Lecture
Unit-III	Change of method of Depreciation (by both current		
	and retrospective effect), Incorporate discussions	C-41,42	Lecture
	on traditional asset valuation methods used in	0 11,12	Lecture
	ancient Indian trade and commerce.		
Unit-III	Clarification Class	C-43	Clarification Class
Unit-III	Activity	C-44	Activity
Unit-IV	Concept of dependent branches	C-45	Lecture
Unit-IV	accounting aspects; debtors' system	C-46	Lecture
Unit-IV	stock and debtors' system	C-47,48	Lecture
Unit-IV	branch final accounts system	C-49	Lecture
Unit-IV	Capital and Revenue Expenditures and Receipts	C-50,52	Lecture
Unit-IV	General Introduction Only	C-51	Lecture
Unit-IV	branch final accounts system	C-53,54	Lecture
Unit-IV	Capital and Revenue Expenditures and Receipts	C-55	Lecture
Unit-IV	General Introduction Only	C-56	Lecture
Unit-IV	Preparation of financial statements of non-	C-57,58	Lecture
IInit III	corporate business entities.		0
Unit-IV	Quiz Clarification Class	C-59	Quiz
Unit-IV	GIATHICALION GIASS	C-60	Clarification Class

# **BBAC22101 - Principles of Management**

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Concept, Nature, process, and significance of	C-2	Lastuna
	management;	C-2	Lecture
Unit-I	Managerial levels, skills,	C-3	Lecture
Unit-I	Managerial functions and roles;	C-4	Lecture
Unit-I	Management Vs. Administration; Coordination as	C-5,6	Lecture
	essence of management	-	Lecture
Unit-I	Development of management thought: classical,	C-7	Lecture
Unit-I	Development of management thought: neo-	C-8	Lecture
	classical,	C-0	Lecture
Unit-I	Development of management thought:	C-9	Lecture
	behavioral,		Lecture
Unit-I	Systems and contingency approaches.	C-10	Lecture
Unit-I	Clarification Class	C-11	Clarification Class
Unit-I	Class Room Assignment	C-12	Class Room
	_		Assignment
Unit-II	Nature, scope of planning	C-13	Lecture
Unit-II	Objectives of planning	C-14	Lecture
Unit-II	Types of plans	C-15	Lecture
Unit-II	Planning process; Business forecasting	C-16	Lecture
Unit-II	MBO; Concept, types of decision-making;	C-17	Lecture
Unit-II	Types of decision-making	C-18	Lecture
Unit-II	Process of decision-making	C-19	Lecture
Unit-II	Techniques of decision-making; Bounded	C-20	Activity
	Rationality	0 20	-
Unit-II	Take Home Assignment	0.04	Home Assignment
Unit-II	Organizing: Concept, nature	C-21	Lecture
Unit-II	Organizing: process and significance	C-22	Lecture
Unit-II	Principles of an organization; Span of Control	C-23	Lecture
Unit-II	Departmentalization	C-24	Lecture
Unit-II	Types of an organization	C-25	Lecture
Unit-II	Authority-Responsibility; Delegation and	C-26	Lecture
	Decentralization,		
Unit-II	Authority-Responsibility	C-27	Lecture
Unit-II	Formal and Informal Organization	C-28	Lecture
Unit-II	Clarification Class	C-29	Clarification Class
Unit-III	Staffing Concept, Nature	C-30	Lecture
Unit-III	Importance of Staffing,	C-31	Lecture
Unit-III	Motivating and Leading: Nature and Importance	C-32	Lecture
	of motivation		
Unit-III	Types of motivation	C-33	Lecture
Unit-III	Theories of motivation-Maslow	C-34	Lecture
Unit-III	Theories of motivation- Herzberg	C-35	Lecture
Unit-III	Theories of motivation- X, Y and Z	C-36	Lecture
Unit-III	Classroom Assignment	C-37	Classroom
	-		Assignment
Unit-III	Leadership – meaning and importance	C-38	Lecture

Unit-III	Traits of a leader; Leadership Styles -	C-39	Lecture
Unit-III	Likert's Systems of Management,	C-40	Lecture
Unit-III	Tannenbaum & Schmidt Model and Managerial Grid	C-41	Lecture
Unit-III	Leadership Styles from Indian Tradition: Leadership examples from Indian epics (e.g., Rama as the ideal leader, Krishna as transformational leader).	C-42	Lecture
Unit-III	Clarification Class	C-43	Clarification Class
Unit-III	Activity	C-44	Activity
Unit-IV	Controlling- Nature	C-45	Lecture
Unit-IV	Scope of control	C-46	Lecture
Unit-IV	Types of Control	C-47	Lecture
Unit-IV	Control process;	C-48	Lecture
Unit-IV	Control techniques – traditional	C-49,50	Lecture
Unit-IV	Control techniques -modern	C-51,52	Lecture
Unit-IV	Clarification Class	C-53	Clarification Class
Unit-IV	Presentation	C-54,55	Presentation
Unit-IV	Webinar	C-56,57	Webinar
Unit-IV	Revision	C-58,59	Lecture
Unit-IV	Clarification Class	C-60	Lecture

# **BBAC21102 - Principles of Microeconomics**

Introduction to Syllabus, CO's & PO'S   C-1   Lecture	Unit	Particulars	Class No.	Pedagogy of Class
Unit-I		Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I         Determinants of Supply         C-4         Lecture           Unit-I         Movement along a supply curve vs. shift in supply curve;         C-5         Lecture           Unit-I         Market equilibrium and price determination         C-6         Lecture           Unit-I         Demand and supply         C-7         Lecture           Unit-I         Application of demand and supply         C-8         Carrification Class           Unit-II         Demand and supply         C-10         Class Room Assignment           Unit-II         Consumer Theory         C-11         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-12         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-13         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-13         Lecture           Unit-II         Consumer's preferences         C-14         Lecture           Unit-II         Interference curves; Budget line         C-15         Lecture           Unit-II         Income and substitution effect         C-17,18         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-19,20	Unit-I	Demand and Supply: Determinants of demand	C-2	Lecture
Unit-I	Unit-I	Movements vs. shift in demand curve,	C-3	Lecture
Unit-II Demand and supply C-7 Lecture Unit-I Demand and supply C-8 Lecture Unit-I Application of demand and supply C-8 Lecture Unit-I Clarification Class C-9 Clarification Class Unit-II Demand and supply C-10 Class Room Assignment Unit-II Consumer Theory C-11 Lecture Unit-II Ordinal Utility theory: (Indifference curve approach) Unit-II Ordinal Utility theory: (Indifference curve approach) Unit-II Consumer's preferences C-12 Lecture Unit-II Consumer's preferences C-14 Lecture Unit-II Consumer's requilibrium C-15 Lecture Unit-II Consumer's equilibrium C-16 Lecture Unit-II Income and substitution effect C-17,18 Lecture Unit-II Price consumption curve and the derivation of demand curve for a commodity Unit-II Criticisms of the law of demand C-21 Lecture Unit-III Presentation C-22,23 Presentation Unit-III Production and Cost C-24 Lecture Unit-III Production: Firm as an agent of production C-26 Lecture Unit-III Law of variable proportions C-26 Lecture Unit-III Law of variable proportions C-28,29 Lecture Unit-III Law of variable proportions C-28,29 Lecture Unit-III Law of variable proportions C-33 Lecture Unit-III Law of variable proportions C-34 Lecture Unit-III Law of variable proportions C-35 Lecture Unit-III Law of variable proportions C-35 Lecture Unit-III Law of variable proportions C-35 Lecture Unit-III Law of variable proportions C-36 Lecture Unit-III Law of variable proportions C-35 Lecture Unit-III Law of variable proportions C-36 Lecture Unit-III Demand and Revenue; Equilibrium of the firm C-36 Lecture Unit-III Technological Change: the very long run C-38 Activity Unit-IV Thenogran industry supply curve: increasing, decreasing and constant cost industry Unit-IV Al	Unit-I	Determinants of Supply	C-4	Lecture
Unit-I	Unit-I		C-5	Lecture
Unit-II         Application of demand and supply         C-8         Lecture           Unit-II         Clarification Class         C-9         Clarification Class           Unit-II         Demand and supply         C-10         Class Room Assignment           Unit-II         Consumer Theory         C-11         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-12         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-14         Lecture           Unit-II         Onsumer's preferences         C-14         Lecture           Unit-II         Consumer's equilibrium         C-16         Lecture           Unit-II         Income and substitution effect         C-17,18         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-II	Unit-I	Market equilibrium and price determination	C-6	Lecture
Unit-II         Clarification Class         C-9         Clarification Class           Unit-II         Demand and supply         C-10         Class Room Assignment           Unit-II         Consumer Theory         C-11         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-12         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-13         Lecture           Unit-II         Consumer's preferences         C-14         Lecture           Unit-II         Interference curves; Budget line         C-15         Lecture           Unit-II         Consumer's equilibrium         C-16         Lecture           Unit-II         Income and substitution effect         C-17,18         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-21         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21         Lecture           Unit-III	Unit-I	Demand and supply	C-7	Lecture
Unit-II         Demand and supply         C-10         Class Room Assignment           Unit-II         Consumer Theory         C-11         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-12         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-13         Lecture           Unit-II         Consumer's preferences         C-14         Lecture           Unit-II         Interference curves; Budget line         C-15         Lecture           Unit-II         Consumer's equilibrium         C-16         Lecture           Unit-II         Income and substitution effect         C-17,18         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-29,20         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-21,20         Lecture           Unit-II         Price consumption curve and the derivation of demand curve for a commodity         C-22,20         Lecture           Unit-III         Presentation         C-22,23         Presentation           Unit-III	Unit-I	Application of demand and supply	C-8	Lecture
Demand and Supply   C-10	Unit-I	Clarification Class	C-9	Clarification Class
Unit-II         Consumer Theory         C-11         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-12         Lecture           Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-13         Lecture           Unit-II         Consumer's preferences         C-14         Lecture           Unit-II         Interference curves; Budget line         C-15         Lecture           Unit-II         Consumer's equilibrium         C-16         Lecture           Unit-III         Income and substitution effect         C-17,18         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21,22         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21,22         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21,22         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-22,22         Presentation           Unit-III         Procentation Costs of Costs in the sout modition curve and the	Unit-II	Demand and supply	C-10	
Unit-II Ordinal Utility theory: (Indifference curve approach)  Unit-II Ordinal Utility theory: (Indifference curve approach)  Unit-II Consumer's preferences  Unit-II Interference curves; Budget line  Unit-II Income and substitution effect  Unit-II Income and substitution effect  Unit-II Price consumption curve and the derivation of demand curve for a commodity  Unit-II Criticisms of the law of demand  Unit-II Presentation  Unit-II Presentation  Unit-III Production and Cost  Unit-III Production: Firm as an agent of production  Unit-III Production: Firm as an agent of production  Unit-III Law of variable proportions  C-27 Lecture  Unit-III Law of variable proportions  C-28,29 Lecture  Unit-III Costs in the short run. Costs in the long run  Unit-III Profit maximization and cost minimization  C-34 Lecture  Unit-III Profit maximization and cost minimization  C-35 Lecture  Unit-III Profit maximization and cost minimization  C-36 Lecture  Unit-III Profit maximization and cost minimization  C-37 Lecture  Unit-III Equilibrium of the firm  C-35 Lecture  Unit-III Prefit maximization and cost minimization  C-36 Lecture  Unit-III Prefit maximization and cost minimization  C-36 Lecture  Unit-III Prefit maximization and cost minimization  C-37 Lecture  Unit-III Profit maximization and cost minimization  C-38 Lecture  Unit-III Prefit maximization Assumption;  C-39 Lecture  Unit-III Clarification Class  C-37 Lecture  Unit-III Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition  C-40 Lecture	Unit-II	Consumer Theory	C-11	
Unit-II         Ordinal Utility theory: (Indifference curve approach)         C-14         Lecture           Unit-III         Consumer's preferences         C-14         Lecture           Unit-III         Interference curves; Budget line         C-15         Lecture           Unit-II         Consumer's equilibrium         C-16         Lecture           Unit-III         Income and substitution effect         C-17,18         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-19,20         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21         Lecture           Unit-III         Price consumption curve and the derivation of demand curve for a commodity         C-21         Lecture           Unit-III         Presentation         C-22,22         Presentation           Unit-III         Carification class         C-24         Lecture           Unit-III         Production and Cost         C-25         Lecture           Unit-III         Production: Firm as an agent of production         C-26         Lecture           Unit-III         Concepts of Production function         C-27         Lecture           Unit-III         I soquants; Return to scale         C-30,31	Unit-II		C-12	Lecture
Unit-IIConsumer's preferencesC-14LectureUnit-IIInterference curves; Budget lineC-15LectureUnit-IIConsumer's equilibriumC-16LectureUnit-IIIncome and substitution effectC-17,18LectureUnit-IIPrice consumption curve and the derivation of demand curve for a commodityC-19,20LectureUnit-IICriticisms of the law of demandC-21LectureUnit-IIIPresentationC-22,23PresentationUnit-IIIProduction and CostC-24LectureUnit-IIIProduction and CostC-25LectureUnit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41Lecture<	Unit-II	Ordinal Utility theory: (Indifference curve	C-13	Lecture
Unit-IIConsumer's equilibriumC-16LectureUnit-IIIncome and substitution effectC-17,18LectureUnit-IIPrice consumption curve and the derivation of demand curve for a commodityC-19,20LectureUnit-IICriticisms of the law of demandC-21LectureUnit-IIIPresentationC-22,23PresentationUnit-IIIClarification classC-24LectureUnit-IIIIProduction and CostC-25LectureUnit-IIIIProduction: Firm as an agent of productionC-26LectureUnit-IIIIConcepts of Production functionC-27LectureUnit-IIIILaw of variable proportionsC-28,29LectureUnit-IIIIIsoquants; Return to scaleC-30,31LectureUnit-IIIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIICarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and	Unit-II		C-14	Lecture
Unit-IIIncome and substitution effectC-17,18LectureUnit-IIPrice consumption curve and the derivation of demand curve for a commodityC-19,20LectureUnit-IICriticisms of the law of demandC-21LectureUnit-IIIPresentationC-22,23PresentationUnit-IIIClarification classC-24LectureUnit-IIIProduction and CostC-25LectureUnit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIActivityC-38ActivityUnit-IIIActivityC-39LectureUnit-IVPerfect Competition: Assumption;C-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficie	Unit-II	Interference curves; Budget line	C-15	Lecture
Unit-IIPrice consumption curve and the derivation of demand curve for a commodityC-19,20LectureUnit-IICriticisms of the law of demandC-21LectureUnit-IIPresentationC-22,23PresentationUnit-IIIClarification classC-24LectureUnit-IIIProduction and CostC-25LectureUnit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIActivityC-38ActivityUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-II	Consumer's equilibrium	C-16	Lecture
Lecture	Unit-II	Income and substitution effect	C-17,18	Lecture
Unit-IIPresentationC-22,23PresentationUnit-IIIClarification classC-24LectureUnit-IIIIProduction and CostC-25LectureUnit-IIIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIActivityC-38ActivityUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-42LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-II	<u>-</u>	C-19,20	Lecture
Unit-IIClarification classC-24LectureUnit-IIIProduction and CostC-25LectureUnit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-40LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-II	Criticisms of the law of demand	C-21	Lecture
Unit-IIIProduction and CostC-25LectureUnit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit- II	Presentation	C-22,23	Presentation
Unit-IIIProduction: Firm as an agent of productionC-26LectureUnit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-II	Clarification class	C-24	Lecture
Unit-IIIConcepts of Production functionC-27LectureUnit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Production and Cost	C-25	Lecture
Unit-IIILaw of variable proportionsC-28,29LectureUnit-IIIIsoquants; Return to scaleC-30,31LectureUnit-IIIEconomics and Diseconomies of scaleC-32LectureUnit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Production: Firm as an agent of production	C-26	Lecture
Unit-III Isoquants; Return to scale C-30,31 Lecture Unit-III Economics and Diseconomies of scale C-32 Lecture Unit-III Costs in the short run. Costs in the long run C-33 Lecture Unit-III Profit maximization and cost minimization C-34 Lecture Unit-III Equilibrium of the firm C-35 Lecture Unit-III Technological Change: the very long run C-36 Lecture Unit-III Clarification Class C-37 Lecture Unit-III Activity C-38 Activity Unit-IV Perfect Competition: Assumption; C-39 Lecture Unit-IV Theory of a firm under perfect competition C-40 Lecture Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run, Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry Unit-IV Allocation efficiency under perfect competition C-43 Lecture	Unit-III	Concepts of Production function		Lecture
Unit-III Economics and Diseconomies of scale  Unit-III Costs in the short run. Costs in the long run  C-33 Lecture  Unit-III Profit maximization and cost minimization  C-34 Lecture  Unit-III Equilibrium of the firm  C-35 Lecture  Unit-III Technological Change: the very long run  C-36 Lecture  Unit-III Clarification Class  C-37 Lecture  Unit-III Activity  C-38 Activity  Unit-IV Perfect Competition: Assumption;  Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition  C-43 Lecture  Lecture  C-41 Lecture	Unit-III	Law of variable proportions	C-28,29	Lecture
Unit-IIICosts in the short run. Costs in the long runC-33LectureUnit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III		C-30,31	Lecture
Unit-IIIProfit maximization and cost minimizationC-34LectureUnit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Economics and Diseconomies of scale	C-32	Lecture
Unit-IIIEquilibrium of the firmC-35LectureUnit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Costs in the short run. Costs in the long run	C-33	Lecture
Unit-IIITechnological Change: the very long runC-36LectureUnit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Profit maximization and cost minimization	C-34	Lecture
Unit-IIIClarification ClassC-37LectureUnit-IIIActivityC-38ActivityUnit-IVPerfect Competition: Assumption;C-39LectureUnit-IVTheory of a firm under perfect competitionC-40LectureUnit-IVDemand and Revenue; Equilibrium of the firm in the short run and long run,C-41LectureUnit-IVThe long run industry supply curve: increasing, decreasing and constant cost industryC-42LectureUnit-IVAllocation efficiency under perfect competitionC-43Lecture	Unit-III	Equilibrium of the firm	C-35	Lecture
Unit-IV Perfect Competition: Assumption; C-39 Lecture Unit-IV Theory of a firm under perfect competition C-40 Lecture Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run, Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry Unit-IV Allocation efficiency under perfect competition C-43 Lecture	Unit-III	Technological Change: the very long run	C-36	Lecture
Unit-IV       Perfect Competition: Assumption;       C-39       Lecture         Unit-IV       Theory of a firm under perfect competition       C-40       Lecture         Unit-IV       Demand and Revenue; Equilibrium of the firm in the short run and long run,       C-41       Lecture         Unit-IV       The long run industry supply curve: increasing, decreasing and constant cost industry       C-42       Lecture         Unit-IV       Allocation efficiency under perfect competition       C-43       Lecture	Unit-III	Clarification Class	C-37	Lecture
Unit-IV Theory of a firm under perfect competition C-40 Lecture  Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition C-43 Lecture	Unit-III	Activity	C-38	Activity
Unit-IV Theory of a firm under perfect competition C-40 Lecture  Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition C-43 Lecture		Perfect Competition: Assumption;	C-39	
Unit-IV Demand and Revenue; Equilibrium of the firm in the short run and long run,  Unit-IV The long run industry supply curve: increasing, decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition  C-41 Lecture  Lecture	Unit-IV		C-40	Lecture
decreasing and constant cost industry  Unit-IV Allocation efficiency under perfect competition C-43 Lecture	Unit-IV		C-41	Lecture
Unit-IV Allocation efficiency under perfect competition C-43 Lecture	Unit-IV	The long run industry supply curve: increasing,	C-42	Lecture
	Unit-IV		C-43	Lecture
	Unit-IV		C-44	Lecture

	monopoly firm;		
Unit-IV	Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.	C-45,46	Lecture
Unit-IV	Imperfect Competition: Difference between perfect competitions,	C-47	Presentation
Unit-IV	Monopoly and imperfect competition;	C-48	Lecture
Unit-IV	Monopolistic Competition: Assumption; Short – run Equilibrium;	C-49	Lecture
	Home Assignment		
Unit-IV	Long run Equilibrium; Concepts of excess capacity; Empirical relevance.	C-50	Lecture
Unit-IV	Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition;	C-51	Lecture
Unit-IV	Cooperative vs. Non-cooperative Behaviour and dilemma of oligopolistic firms	C-52	Lecture
Unit-IV	Clarification class	C-53	Lecture
Unit-IV	Quiz	C-54	Quiz
Unit-V	Income Distribution and Factor Pricing- Demand for factors	C-55	Lecture
Unit-V	Supply of factor	C-56	Lecture
Unit-V	Backward bending supply curve for labour concepts of economic rent;	C-57	Lecture
Unit-V	Functional Distribution of Income	C-58	Lecture
Unit-V	Traditional Varna Based occupations and Jajmani system.	C-59	Lecture
Unit-V	Clarification Class	C-60	Clarification Class

# **GEC066001- Business Communication (From the pool of GE Group A)**

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Communication in Ancient Indian Education Systems: Guru–Shishya Parampara as a Model	C-2	Lecture
	of Effective Communication		
Unit-I	Role of listening and questioning in the learning process (student-centric learning)	C-3	Lecture
Unit-I	The Three Stages of Learning Communication: a. Śravaṇam (Listening/Absorbing) b. Mananam (Reflection/Contemplation) c. Nididhyāsanam (Meditation/Realization)	C-4,5	Lecture
Unit-I	Introduction to Communication – Definition, Types, Modes. Essentials of Good Communication.	C-6,7	Lecture
Unit- I	Clarification Class	C-8	Clarification Class
Unit-II	Channels of communication – Downwards, Upwards, Horizontal, Consensus, and Grapevine	C-9,10	Lecture
Unit-II	Models of Communication: 8 Communication Models	C-11,12,13	Lecture
Unit-II	Barriers in communication	C-14,15	Lecture
Unit-II	Perception and Communication.	C-16	Lecture
Unit-II	Clarification Class	C-17	Clarification Class
Unit-II	Classroom Assignment	C-18	Classroom Assignment
Unit-III	Language of Communication: Verbal and Nonverbal (Spoken and Written),	C-19	Lecture
Unit-III	Verbal and Non-Verbal communication techniques used by gurus (chants, gestures, silence, symbols),	C-20,21	Lecture
Unit-III	Intra-personal, Inter-personal and Group communication,	C-22,23	Lecture
Unit-III	Modes of human communication: Basic differences in the principal modes of human communication – reading, writing, listening, speaking and non-verbal communication.	C-24,25,26	Lecture
Unit-III	Spoken communication: Importance of spoken communication, designing receiver-oriented messages, comprehending cultural dimension	C-27,28	Lecture
Unit-III	Speaking Skills Monologue Dialogue Group Discussion Effective Communication	C-29	Lecture
Unit-III	Mis- communication Interview Public Speech.	C-30	Lecture
	Take Home Assignment		Take Home Assignment
Unit-III	Clarification Class	C-31	Lecture
Unit-IV	Making Oral presentations: Functions of	C-32,33	Lecture

	presentations, defining objective, audience analysis, collection of materials, organization of materials, body language, effective delivery techniques.		
Unit- IV	Written communication: Fundamentals of sentence structure, writing as a process.	C-34,35	Lecture
Unit- IV	Reading and Understanding Close Reading Comprehension Summary	C-36,37	Lecture
Unit- IV	Paraphrasing Analysis and Interpretation	C-38	Lecture
Unit- IV	Translation (from Indian language to English and vice-versa)	C-39	Lecture
Unit- IV	Literary/Knowledge	C-40	Lecture
Unit- IV	Texts Writing Skills	C-41	Lecture
Unit- IV	Documenting Report Writing	C-42	Lecture
Unit- IV	Making notes	C-43	Lecture
Unit- IV	Letter writing	C-44	Lecture
Unit- IV	Clarification Class	C-45	Clarification Class
Unit- IV	Presentation	C-46	Presentation
Unit-V	Fundamental of technical writing: Special features of technical writing, the word choice, developing clarity and conciseness	C-47	Lecture
Unit-V	Business letters	C-48	Lecture
Unit-V	Applications and resumes	C-49	Lecture
Unit-V	Transactional Analysis: Three human ego states, different types of transactions	C-50	Lecture
Unit-V	4 life positions	C-51	Lecture
Unit-V	Different types of transactions	C-52	Lecture
Unit-V	Clarification Class	C-53	Clarification Class
	Quiz/Activity	C-54	
Lab	Audio-visual aids for effective communication: The role of technology in communication, the role of audio-visuals, designing transparencies, computer-aided presentation software, Software-aided activities in developing communication skills:	C-55,56,57	Lab Work
Lab	Proper pronunciation, learning to use the correct tense, Business writing, Report writing, connected speech, Building up vocabulary, Awareness about the common errors in the usage of English, etc. Case studies, group discussions, presentations.	C-58,59,60	Lab Work

# AECH55002-HINDI-I (हिंदीभाषा और उपसक लिपि का उपसक)

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	हिंदीभाषा के विकास की पूर्वपीठिका	C-2	Lecture
Unit-I	हिंदी का ज्ञंि रूप	C-3	Lecture
Unit-I	भारोपीय भाषा—परिवार एवंअर्थभाषाएँ (संस्कृत, पालि, प्राकृत, अपभ्रंश आदि)	C-4	Lecture
Unit-I	हिंदी' शब्द का अर्थ एवंप्रयोग	C-5	Lecture
Unit-I	Class Room Assignment	C-6	Class Room Assignment
Unit-I	हिंदी का विकास (आदिकाल, मध्यकाल, आधुनिककाल)	C-7	Clarification Class
Unit-I	Clarification Class	C-8	Lecture
Unit-I	Take Home Assignment		
Unit-II	हिंदीभाषा का क्षेत्रा एवंविस्तारए हिंदीभाषा : क्षेत्र एवंबोलिय	C-9	Lecture
Unit-II	हिंदी के विविध रूप(बोलचाल की भाषा, राष्ट्रभाषा, राजभाषा, संपर्क–भाषा, संचार भाषा)	C-10	Lecture
Unit-II	Presentation	C-11	Presentation
Unit-II	हिंदी का अखिलभारतीय स्वरूए हिंदी का अंतर्राष्ट्रीय संदर्भ	C-12	Lecture
Unit-II	Clarification Class	C-13	Clarification Class
Unit-II	Take Home Assignment		Home Assignment
Unit-III	लिपि का इतिहासए भाषाऔर लिपि का अंतःसंबंध	C-14	Lecture
Unit-III	Class Room Assignment	C-15	Class Room Assignment
Unit-III	परिभाषा, स्वरूप एवंआवश्यकता	C-16	Lecture
Unit-III	Activity	C-17	Activity
Unit-III	लिपि के आरंभिक रूप(चित्रालिपि, भावलिपि, ध्वनि–लिपि)	C-18	Lecture
Unit-III	Presentation	C-19	Presentation
Unit-III	भारतमें लिपि का विकास	C-20	Lecture
Unit-III	Clarification Class	C-21	Clarification Class
Unit-IV	देवनागरी लिपि	C-22	Lecture
Unit-IV	देवनागरी लिपि का परिचय एवंविकास	C-23	Lecture
Unit-IV	Quiz	C-24	Quiz
Unit-IV	Clarification Class	C-25	Clarification Class
Unit-IV	देवनागरी लिपि का मानकीकरण	C-26	Lecture
Unit-IV	Class Room Assignment	C-27	Class Room Assignment
Unit-IV	आदर्श लिपि के गुणऔरदेवनागरी लिपि की विशेषताएँ	C-28	Lecture
Unit-IV	देवनागरी लिपि औरकम्प्यूटर	C-29	Lecture
Unit-IV	Clarification Class	C-30	Clarification Class
Unit-IV	Take Home Assignment		Home Assignment

# SEC077001- Ability and Skill Enhancement-I

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Ice Breaking Session & Recap of Language Skills	C-2	Lecture
Unit-I	Phrases, clause, sentence	C-3,4	Lecture
Unit-I	Word Classes (Part of Speech)	C-5,6	Lecture
Unit-I	Clarification class	C-7	Clarification Class
Unit-II	Class Room Assignment	C-8	Class Room Assignment
Unit-II	Tenses	C-9	Lecture
Unit-II	Modals, Articles	C-10	Lecture
Unit-II	Clarification class	C-11	Clarification Class
Unit-II	Activity	C-12	Activity
Unit-III	Reading Skills & Fluency Building- Reading Process	C-13	Lecture
Unit-III	Importance & Types of Reading	C-14	Lecture
Unit-III	Techniques of Reading, and Strategies to Improve Reading Abilities	C-15	Lecture
Unit-III	Comprehension	C-16	Lecture
Unit-III	Reading Aloud, Reading News	C-17	Lecture
Unit-III	Clarification Class	C-18	Clarification Class
Unit-III	Presentation	C-19	Presentation
Unit-IV	Writing Skills- Generating ideas/gathering data, organizing ideas	C-20	Lecture
Unit-IV	Note taking, Outlining, drafting,	C-21	Lecture
Unit-IV	Editing and Proof Reading,	C-22	Lecture
Unit-IV	Story Writing (through pictures/videos	C-23	Lecture
Unit-IV	Dialogue Writing, Email Writing	C-24	Lecture
Unit-IV	Listening & Speaking Skills- Types and Essentials of good listening, Listening Process,	C-25	Lecture
Unit-IV	Barriers to Listening and Strategies to improve Listening, Listening to Inspirational Movies/Clips, Listening News	C-26	Lecture
Unit-IV	Techniques of Effective Speaking, Introducing Oneself, and others, Extempore	C-27	Lecture
Unit-IV	Situational Conversations (Practicing Short Dialogues).	C-28	Guest lecture
Unit-IV	Clarification Class	C-29	Clarification Class
Unit-IV	Revision Class	C-30	Lecture

# VAC088001- Electoral Literacy- (From the pool of VAC)

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Main Features of the Indian Electoral System	C-2	Lecture
Unit-I	Election Commission of India, Composition, Tenure and Removal	C-3	Lecture
Unit-I	Powers of The Election Commission	C-4	Lecture
Unit-I	Functions of The Election Commission	C-5	Lecture
Unit-I	Delimitation of Constituencies	C-6	Lecture
Unit-I	Preparation of Electoral Rolls	C-7	Lecture
Unit-I	Recognition of Political Parties, Allotment of Symbol	C-8	Lecture
Unit-I	Class Room Assignment	C-9	Class Room Assignment
Unit-I	Officers on Election Duty; Returning Officer, Presiding Officers, Polling Officers	C-10	Lecture
Unit-I	Voter registration (Enrolment)/ Special Summary Revision	C-11	Lecture
Unit-I	Electoral Processes; Notification for Election, Filing of Nomination, Security Deposit, Scrutiny and Withdrawal, Election Campaign	C-12	Lecture
Unit-I	Model Code of Conduct, Scrutinization of Expenses, Polling, Counting and Declaration of Result, Re-poll, Countermanding of Election	C-13	Lecture
Unit-I	Journey from ballot paper to EVM & VVPAT	C-14	Lecture
Unit-I	Presentation	C-15	Presentation
Unit-I	Shortcomings of the Indian Electoral System, Electoral Reforms	C-16	Lecture
Unit-I	Clarification Class	C-17	Clarification Class
Unit-II	Ethical & informed voting	C-18	Lecture
Unit-II	Electoral literacy platforms: ELC, Chunav Pathashala & VAF	C-19	Lecture
Unit-II	Challenges & initiatives for strengthening democracy	C-20	Lecture
Unit-II	Take Home Assignment		
Unit-II	Clarification Class	C-21	Clarification Class
Unit-III	Course-related field work and assignments	C-22	Field work and Assignments
Unit-III	Quiz	C-23	Quiz
Unit-III	Course-related field work and assignments	C-24	Field work and Assignments

Unit-III	Course-related field work and assignments	C-25	Field work and Assignments
Unit-III	Course-related field work and assignments	C-26	Field work and Assignments
Unit-III	Course-related field work and assignments	C-27	Field work and Assignments
Unit-III	Quiz	C-28	Quiz
Unit-III	Course-related field work and assignments	C-29	Field work and Assignments
Unit-III	Clarification Class	C-30	Clarification Class

#### Note:

This is a tentative lesson plan. The same may change from faculty to faculty as per the teaching pedagogy adopted by the faculty.

----- End of document-----