



Lesson Plan

Program: BCOM **YEAR:**2nd year**Course Code:** C-203**Course Name:** PRINCIPLES OF BUSINESS MANAGEMENT

Course Objectives:

This course familiarizes the student with the basics of principles of management.

Session Duration:50 minutes

Participants:B.COM 2NDyear students

Entry level knowledge and skills of students

1. Basic understanding on how to define problem/s and solution/s.
2. Basic reading and writing skills.
3. Analytical skill, conceptual skill, Communication skill

Equipment required in Classroom/ Laboratory/ Workshop

- i. Projectors, Whiteboard, Marker and Duster

Assessment Schemes

S. No.	Criteria	Marks (100)
1	CCSU End Term Examination	100

Course Outcomes(starting with action-oriented observable and measurable verb)

CO1: Develop understanding of management concepts Knowledge

CO2: Explain principles and functions of planning & organizing and its implementation in organization Knowledge

CO3: Develop understanding of motivation and its impact on organization Knowledge

CO4: Analyse the concept of managerial control and its importance in business

L. No.	Topics	Sub Topics	Date of implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
Unit - 1 CO1(K2)							
1.	Management Introduction Concepts:	Introduction : Concept, nature process and significance of management		Opening case & examples Lecture/ PPTs/	CO1		



2.	Management Introduction Concepts:	Managerial roles (Mintzberg)		Lecture/ PPTs	CO1		
3.	Management Introduction Concepts:	An overview of functional areas of management		Lecture/ PPTs	CO1		
4.	Management Introduction Concepts:	Development of management thought		Lecture/ PPTs	CO1		
5.	Management Introduction Concepts:	Classical and neo-classical system		Lecture/ PPTs	CO1		
6.	Management Introduction Concepts:	Contingency approaches		Lecture/ PPTs	CO1		
7.	PRESENTATION			PRESENTATION	CO1		
8.	CLASS TEST/QUIZ			DISCUSSION	CO1		
Unit - 2CO2(K2,K5,K7)							
9.	Planning :	Planning : Concept, process , Types		Lecture discussion /ppt	CO2		
10.	Decision making	Decision making- concept and process		Lecture discussion /ppt	CO2		
11.		Bounded rationality		Lecture discussion /ppt	CO2		
12.	MBO	Management by objective		Lecture discussion /ppt	CO2		
13.	Corporate planning	Corporate planning		Lecture discussion /ppt	CO2		
14.		Environment analysis and diagnosis		Lecture discussion /ppt	CO2		
15.		Strategy formulation		Lecture discussion /ppt	CO2		



16.	Class test/presentation/quiz			Presentat ion	CO2		
Unit - 3CO3 (K2,K5,K7)							
17.	Organizing:	Concept, meaning		Lecture discussion /ppt	CO3		
18.	Organizing:	Objectives, Nature of organizing		Lecture discussion /ppt	CO3		
19.	Organizing:	Types of Organization		Lecture discussion /ppt	CO3		
20.	Organizing:	delegation of authority,		Lecture discussion /ppt Lecture discussion /ppt	CO3		
21.	Organizing:	Authority and responsibilities		Lecture discussion /ppt	CO3		
22.	Organizing:	Centralization and Decentralization,		Lecture discussion /ppt	CO3		
23.	Organizing:	Span of control		Lecture discussion /ppt	CO3		
24.	Organizing:	Span of control		Lecture discussion /ppt	CO3		
Unit - 4 CO3,CO4 (K2,K5,K7)							
25.	Motivating and Leading People at work	Motivation – concept; Theories- Maslow, Herzberg, McGregor and Quchi;		Lecture discussion /ppt	CO3/C O4		
26.		Leadership theories Leadership – concept		Lecture discussion /ppt	CO3/C O4		
27.		leadership styles		Lecture discussion /ppt	CO3/C O4		



28.		Financial and non-financial incentives.		Lecture discussion /ppt	CO3/C04		
29.		Communication-nature process		Lecture discussion /ppt	CO3/C04		
30.		Communication-nature process.		Lecture discussion /ppt	CO3/C04		
31.		Network and barriers;		Lecture discussion /ppt	CO3/C04		
32.		Effective communication		Lecture discussion /ppt	CO3/C04		
Unit -5							
33.	Managerial Control:	Managerial Control: Introduction					
34.	Managerial Control:	Concept and process					
35.	Managerial Control:	Effective control system					
36.	Managerial Control:	Techniques of control					
33	Managerial Control:	Traditional and modern					
37.	Managerial Control:						
Revision							
38.	Unit-1	Question paper		Discussion and inquiry based session			
	Uni-2	Question paper		Problem solving Discussion and inquiry based session			
39.	Unit-3	Question		Problem			



		paper		solving Discussion and inquiry based session			
40.	Unit-4	Question paper		Problem solving Discussion and inquiry based session			
41.	Unit-4	Question paper		Problem solving Discussion and inquiry based session			
42.	Unit -4	Question paper		Group discussion			
43.	Unit -5	Question paper		Group discussion			

Text Books:

- L M Prasad; Principles and Practice of Management
- Satya Narayan and Raw VSP ; Principles and Practice of Management
- Srivastava and Chunawalla; Management Principles and Practice

Reference Books:

- Management: Stephen P Robbins, Mary coulter, Neharikavohra, Pearson Prentice hall, 10thEd.
- Essentials of management: Koontz Harold &Weihrich Heinz, Tata McGraw Hill, 8thEd.

Journals:

Academy of Management Journal

Academy of Management Review

Journal of Applied Psychology

Journal of International Business Studies

Human Resource Management



Mangalmai Institute of Management & Technology
Greater Noida (U.P)



Electronic Database:

<http://www.mim.ac.mw/books/Fundamentals%20of%20Management.pdf>

<https://testallbank.com/sample/fundamentals-of-management-essential-concepts-and-applications-9th-edition-robbins-solutions-manual.pdf>

<http://www.freepdfbook.com/fundamentals-of-management/>

https://www.researchgate.net/publication/356413009_Fundamentals_of_Management

<https://d3bxy9euw4e147.cloudfront.net/oscmsprodcms/media/documents/PrinciplesofManagement-OP.pdf>