



### Lesson Plan

**Program:**B.COM **Semester:** 1 **Course Code:** CO10101T **Course Name:** Business Organization

**Course Objectives:** This course familiarizes the student with the basics of ethics in business.

CO1:Develop understanding of Business Ethics concepts and its importance in business

CO2: Explain principles and functions of Work life in Indian Philosophy and its implemented in the Organisation

CO3: Develop understanding of Ethics & Corporate Excellence & Gandhian Philosophy and apply it in organization

CO4: Analyze the concept of Corporate Social Responsibility and its importance in business

**Participants:**B.COM 1ST YEAR

**Entry level knowledge and skills of students**

- i. Basic knowledge of Concept of HR and ethics
- ii. Human skills like Empathy, team work, leadership

**Equipment required in Classroom/ Laboratory/ Workshop**

- i. Computer / Projector
- ii. Smart Board / White Board / Marker

**Assessment Schemes**

S. No.	Criteria	Marks (100)
1	CCSU End Term Examination	75
2	Internal Evaluation Scheme	25
2(a)	Teacher Assessment (Continuous Evaluation)	20
2(a)(i)	Assignment I	10
2(a)(ii)	Assignment II	10
2(a)(iii)	Attendance (compulsory)	5

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

**(CO1):**To define Business, its classification and Business Organization meaning characteristics, its scope, evolution.

**(CO2):**To state the establishment of new business unit, feature, size and determinants business unit.

**(CO3):**To understand various forms of Business Organization.

**(CO4):**An overview of Business ethics and corporate excellence in an organization.

**(CO5):**To examine business and society changing concept and analyze social responsibility of a business.



L. N o.	Topics	Sub Topics	Date of implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
<b>Unit -1</b>							
1.	Meaning and definition of business essentials	Business definition, characteristics		Lecture/PPT	1		
2.	Scope of Business and classification of business activities	Scope and Classification of business 1-Industry 2-Trade and commerce		Lecture/ppt/ white board and marker	1		
3.	Meaning and definition of Business organization	Introduction of Business Organization		Lecture/ppt	1		
4.	Characteristics of Business organization	Characteristics of Business Organization		Lecture/ppt	1		
5.	Objective of Business organization	Objectives of Business organization		Lecture/ppt	1		
6.	Evolution of Business Organization	Evolution of Business organization		Lecture/ppt	1		
7.	Modern businesses	Old concept v/s new concept of Business		Lecture/ppt	1		
8.	Business and profession	Introduction to Profession and characteristics of profession		Lecture/ppt	1		
9.	Revision class	Quick revision covering all the topics of first unit		Lecture/ppt/white board and marker	1		
<b>Unit - 2</b>							



10.	Business Unit	Introduction to Business unit		Lecture/ppt	2			
11.	Establishing a new Business Unit	Establishing new business unit		Lecture/ppt	2			
12.	Meaning of promotion	Promotion introduction		Lecture/ppt	2			
13.	Features of Business	Features of Business		Lecture/ppt	2			
14.	Size of Business unit	Factors affecting Size of Business unit		Lecture/ppt	2			
15.	Determinant of establishing new Business unit	Determinants of establishing new business unit, plant layout and its types		Lecture/ppt	2			
16.	Revision class and doubt session	Revision		Lecture/ppt	2			
17.	Presentation of students	Complete unit		Lecture/ppt	2			
<b>Unit - 3</b>								
18.	Business Organization	Introduction to Business Organization and its characteristics		Lecture/ppt	3			
19.	Forms of Business Organization	Forms of Business Organization		Lecture/ppt	3			
20.	Sole proprietorship	Definition, characteristics, of sole proprietorship		Lecture/ppt	3			
21.	Sole proprietorship	Advantage and disadvantages of sole proprietorship		Lecture/ppt	3			
22.	Partnership Organization	Meaning characteristics and advantages, disadvantages		Lecture/ppt	3			
23.	Joint stock company	Meaning, characteristics, advantages and		Lecture/ppt	3			



		disadvantages						
24.	Cooperatives	Meaning, characteristics, advantages and disadvantages		Lecture/ppt	3			
25.	Revision	Revision and doubt session			3			
<b>Unit - 4</b>								
26.	Business Combination Meaning Causes, Objectives, Types and Forms Mergers, Takeovers and Acquisitions.	An overview of Business Combinations, nature and concept		Lecture/ppt	4			
27.		Meaning Causes, Objectives of Business Combinations		Lecture/ppt	4			
28.		Types and Forms of Business Combinations		Lecture/ppt	4			
29.		Mergers – define ,types, basis		Lecture/ppt	4			
30.		Takeovers- define ,types, basis		Lecture/ppt	4			
31.		Acquisitions- define ,types, basis		Lecture/ppt	4			
32.		Difference between mergers , takeovers, acquisitions		Lecture/ppt	4			
33.	<b>Revision</b>				4			
34.	Business Finance:	Overview on Business Finance		Lecture/ppt	5			
35.	Business Finance	Financial need of Business		Lecture/ppt	5			
36.	Business Finance	Sources of finance		Lecture/ppt	5			
37.	Business Finance	Methods of finance		Lecture/ppt	5			



38.	Business Finance	Security Market-define and its types		Lecture/ppt	5			
39.	Business Finance	Money market – define, and its types		Lecture/ppt	5			
40.	Business Finance	Study of Stock Exchange		Lecture/ppt	5			
41.	Business Finance	SEBI		Lecture/ppt	5			
42.	Revision	Revision and doubt session		PPT	5			

**Text Books: Suggested Readings**

1. Koltar Philip; Marketing Management
2. Stanton, Etzel Walker; Fundamentals of Marketing
3. SaxenaRajan; Marketing Management
4. Chottorjee S.K. BusinessOrganization
5. Jagdish Prakash Business Organization and Management
6. Om Prakash Business Organization

**Reference Books:**

- Business organization - Vrinda Publication, Om Prakash Publication, Anand Publication
- Business ethics – Vikas Publishing house, Pearson, Dr. S Sankaran

**Journals:**

- **Journal of Business organization** – From organization to organization: on creating value

**Electronic Database:**

- Special issue on impact investing-critical examinations of motivations , processes and result  
<https://link.springer.com/journal/10551/volumes-and-issues>
- From organization to organization: on creating value  
<https://www.jstor.org/stable/29789681>