



Lesson Plan

Program: BCOM **Semester:**2nd **Course Code:** CO10201T **Course Name:** BUSINESS MANAGEMENT

Course Objectives:

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

Session Duration:50 minutes

Participants:B.COM 1st year 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	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): Develop understanding of management concepts (Knowledge (K2), Comprehending (K 3) (UNIT-1)

(CO2):Explain principles and functions of planning & organizing and it's implemented in the organization. Knowledge (K2), Analyzing (K 5), Evaluating (K7)) (UNIT-2)

(CO3):Develop understanding of organizing and directing function in organization. Knowledge (K2), Analyzing (K 5), Evaluating (K7). (UNIT-3)

(CO4):Analyze the concept of controlling and its importance in business. Knowledge (K2), Analyzing (K5). (UNIT-4)

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:	Objectives, Nature		Opening case & examples Lecture/ PPTs/	CO1		
2.	Management Introduction Concepts:	Scope Significance of management		Lecture/ PPTs	CO1		
3.	Management Introduction Concepts:	Evolution of management thought-		Lecture/ PPTs	CO1		
4.	Management Introduction Concepts:	Contribution of Taylor,		Lecture/ PPTs	CO1		
5.	Management Introduction Concepts:	Contribution of Weber.		Lecture/ PPTs	CO1		
6.	Management Introduction Concepts:	Contribution of Fayol management.		Lecture/ PPTs	CO1		
7.	PRESENTATION	ROLES OF MANAGERES		PRESENTATION	CO1		
8.	CLASS TEST/QUIZ	LAGAAN MOVIE CASE		DISCUSSION	CO1		
Unit - 2CO2(K2,K5,K7)							
9.	Planning:	Concept, Objectives, Nature,		Lecture discussion /ppt	CO2		
10.	Planning:	Importance ,Limitation, Techniques ,Process of planning		Lecture discussion /ppt	CO2		
11.	Planning:	Process of decision making.		Lecture discussion /ppt	CO2		
12.	Organizing:	Concept, meaning Objectives, Nature of organizing, Types of Organization delegation of authority		Lecture discussion /ppt	CO2		



13.	Organizing:	Authority and responsibilities		Lecture discussion /ppt	CO2		
14.	Organizing:	Centralization and Decentralization,		Lecture discussion /ppt	CO2		
15.	Organizing:	Span of control		Lecture discussion /ppt	CO2		
16.	Class test/presentation/quiz			Presentation	CO2		
Unit - 3CO3 (K2,K5,K7)							
17.	Directing:	Concept, Meaning		Lecture discussion /ppt	CO3		
18.	Directing:	Principles & Techniques of directing		Lecture discussion /ppt	CO3		
19.	Coordination	Concept, Meaning Principles & Techniques of Directing		Lecture discussion /ppt	CO3		
20.	Leadership:	Concept of leadership, Importance,		Lecture discussion /ppt Lecture discussion /ppt	CO3		
21.	Leadership:	Styles, Supervision		Lecture discussion /ppt	CO3		
22.	Motivation,	Meaning, Importance		Lecture discussion /ppt	CO3		
23.	Motivation,	Theory of Motivation,		Lecture discussion /ppt	CO3		
24.	communication	Meaning and concept		Lecture discussion /ppt	CO3		
Unit - 4 CO3,CO4 (K2,K5,K7)							
25.	Controlling:	Meaning, Concept,		Lecture discussion /ppt	CO3/CO4		
26.	Controlling:	Principles,		Lecture	CO3/C		



				discussion /ppt	O4		
27.	Controlling:	Process of Controlling		Lecture discussion /ppt	CO3/C O4		
28.	Controlling:	Techniques of Controlling		Lecture discussion /ppt	CO3/C O4		
29.	Controlling:	Relationship between planning and controlling.		Lecture discussion /ppt	CO3/C O4		
30.	Controlling:	Recent trends in management		Lecture discussion /ppt	CO3/C O4		
31.	Presentation	Contemporary issues in management		Lecture discussion /ppt	CO3/C O4		
32.	presentation	Contemporary issues in management		Lecture discussion /ppt	CO3/C O4		
Revision							
33.	Unit-1			Discussion and inquiry based session			
34.	Uni-2			Problem solving Discussion and inquiry based session			
35.	Unit-3			Problem solving Discussion and inquiry based session			
36.	Unit-4			Problem solving Discussion			



				and inquiry based session			
37.	Unit-4			Problem solving Discussion and inquiry based session			
38.	Presentation			presentation			
39.	Presentation			presentation			

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

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>



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