



# Aggarwal College Ballabgarh

## LESSON PLAN 17 WEEKS (JAN-APRIL)-2025

**Name of Faculty:** Dr. Poonam Rautela  
**Designation/ Department:** Retail management & commerce

<b>CLASS: B.Voc RM</b>	<b>SEMESTER: II Sem</b>	<b>SECTION:-</b>
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**SUBJECT: Business Organisation & Mgt.**

<b>Week</b>		
<b>1</b>	<b>7-1-2025</b>	<b>Concept of business</b>
	<b>8-1-2025</b>	<b>Profession and employment/service</b>
	<b>9-1-2025</b>	<b>Difference between business and profession</b>
	<b>10-1-2025</b>	<b>Comparison between business, employment and profession</b>
	<b>11-1-2025</b>	<b>Nature and characteristics of business</b>
	<b>12-1-2025</b>	<b>S. U. N. D. A. Y.</b>
<b>2</b>	<b>13-1-2025</b>	<b>Classification of business activities: Industry</b>
	<b>14-1-2025</b>	<b>Industry Types</b>
	<b>15-1-2025</b>	<b>Classification of business activities: Commerce</b>
	<b>16-1-2025</b>	<b>Role of commerce</b>
	<b>17-1-2025</b>	<b>Trade and its types</b>
	<b>18-1-2025</b>	<b>Auxiliaries to trade</b>
	<b>19-1-2025</b>	<b>S. U. N. D. A. Y.</b>
<b>3</b>	<b>20-1-2025</b>	<b>Inter-relationship between industry, commerce and trade</b>
	<b>21-1-2025</b>	<b>Comparison between industry, commerce and trade</b>
	<b>22-1-2025</b>	<b>Assignment 1</b>

	23-1-2025	Forms of business organization
	24-1-2025	Sole proprietorship
	25-1-2025	Salient features of sole proprietorship
	26-1-2025	REPUBLIC DAY/S. U. N. D. A. Y.
4	27-1-2025	Merits of sole proprietorship
	28-1-2025	Limitations of sole proprietorship
	29-1-2025	Joint hindu family: Karta
	30-1-2025	Merits of joint hindu family
	31-1-2025	Demerits of joint Hindu Family
	1-2-2025	Unit – 2 Partnership
	2-2-2025	S. U. N. D. A. Y/BASANT PANCHAMI
5	3-2-2025	Essential characteristics of partnership
	4-2-2025	Merits
	5-2-2025	Demerits
	6-2-2025	Limited liability partnership
	7-2-2025	Partnership deed
	8-2-2025	Types of partners
	9-2-2025	S. U. N. D. A. Y
6	10-2-2025	Class test 1
	11-2-2025	Joint stock company
	12-2-2025	HOLIDAY: GURU RAVIDAS JAYANTI
	13-2-2025	Classroom seminar
	14-2-2025	Salient features of joint stock company
	15-2-2025	Merits of joint stock company

	16-2-2025	<b>S. U. N. D. A. Y.</b>
7	17-2-2025	<b>Demerits of joint stock company</b>
	18-2-2025	<b>Kind of companies: private</b>
	19-2-2025	<b>Distinction between partnership and joint stock company</b>
	20-2-2025	<b>Public company</b>
	21-2-2025	<b>Promoters</b>
	22-2-2025	<b>Difference between private and public company</b>
	23-2-2025	<b>S. U. N. D. A. Y.</b>
8	24-2-2025	<b>Exemption and privileges of a private company</b>
	25-2-2025	<b>Class seminar</b>
	26-2-2025	<b>HOLIDAY: MAHA SHIVRATRI</b>
	27-2-2025	<b>Distinction between private company and partnership</b>
	28-2-2025	<b>Distinction between private company and partnership</b>
	1-3-2025	<b>Co-operatives societies</b>
	2-3-2025	<b>S. U. N. D. A. Y.</b>
9	3-3-2025	<b>Co-operatives societies</b>
	4-3-2025	<b>Memorandum of association</b>
	5-3-2025	<b>Articles of association</b>
	6-3-2025	<b>Prospectus</b>
	7-3-2025	<b>Characteristics of co-operatives societies</b>
	8-3-2025	<b>Types of co-operatives societies</b>
	9-3-2025	<b>S. U. N. D. A. Y.</b>
10	10-3-2025	Holi break
	11-3-2025	Holi break


	12-3-2025	Holi break
	13-3-2025	Holi break
	14-3-2025	Holi break
	15-3-2025	Holi break
	16-03-2025	<b>S. U. N. D. A. Y.</b>
11	17-3-2025	<b>Merits of co-operatives societies</b>
	18-3-2025	<b>Demerits of co-operatives societies</b>
	19-3-2025	<b>Assignment 2</b>
	20-3-2025	<b>Revision</b>
	21-3-2025	<b>Management introduction</b>
	22-3-2025	<b>Concept of management</b>
	23-3-2025	<b>S. U. N. D. A. Y.</b>
12	24-3-2025	<b>nature of management</b>
	25-3-2025	<b>Process of management</b>
	26-3-2025	<b>Significance and objectives of management</b>
	27-3-2025	<b>objectives of management</b>
	28-3-2025	<b>Types and process of planning</b>
	29-3-2025	<b>Organizing introduction</b>
	30-3-2025	<b>S. U. N. D. A. Y.</b>
13	31-3-2025	<b>HOLIDAY: ID-UL-FITR</b>
	1-4-2025	<b>Nature and process of organizing</b>
	2-4-2025	<b>Significance of organizing</b>
	3-4-2025	<b>Staffing introduction</b>
	4-4-2025	<b>Nature of staffing</b>

	5-4-2025	Scope of staffing
	6-4-2025	<b>S. U. N. D. A. Y.</b>
14	7-4-2025	Test 2
	8-4-2025	Revision
	9-4-2025	Revision
	10-4-2025	<b>HOLIDAY: MAHAVIR JAYANTI</b>
	11-4-2025	Revision
	12-4-2025	Classroom seminar
	13-4-2025	<b>S. U. N. D. A. Y.</b>
15	14-4-2025	<b>HOLIDAY: AMBEDKAR JAYANTI</b>
	15-4-2025	Doubt clearance
	16-4-2025	Group Discussion
	17-4-2025	Case studies
	18-4-2025	Case studies
	19-4-2025	TEST
	20-4-2025	<b>S. U. N. D. A. Y.</b>
16	21-4-2025	Case studies
	22-4-2025	Oral test
	23-4-2025	Revision
	24-4-2025	Previous paper discussion
	25-4-2025	Revision
	26-4-2025	Revision
	27-4-2025	<b>S. U. N. D. A. Y.</b>
	28-4-2025	Quick review of all syllabus

17	29-4-2025	Quick review of all syllabus
	30-4-2025	<b>HOLIDAY: AKSHAY TRITYA</b>
	01-05-2025	Revision
	02-05-2025	Revision
	03-05-2025	Revision
	04-05-2025	<b>S. U. N. D. A. Y.</b>

Signature

Dr. Poonam Rautela

	<h1 style="color: red; text-align: center;">Aggarwal College Ballabgarh</h1>	
	<h2 style="color: red; text-align: center;">LESSON PLAN</h2> <p style="text-align: center;">17 WEEKS (JAN-APRIL)-2025</p>	
	<p style="color: red;">Name of Faculty: <u>Dr. Poonam Rautela</u></p> <p style="color: red;">Designation/ Department: <u>Retail management &amp; commerce</u></p>	
<b>CLASS: B.Voc RM</b>	<b>SEMESTER: II Sem</b>	<b>SECTION:-</b>
<b>SUBJECT: Fundamentals of accounting</b>		
<b>Week</b>	<b>7-1-2025</b>	<b>Introduction to Accounting Nature of Accounting</b>
<b>1</b>	<b>8-1-2025</b>	<b>Basis of Accounting</b>
	<b>9-1-2025</b>	<b>Accounting Process</b>
	<b>10-1-2025</b>	<b>Recording of Business Transactions</b>
	<b>11-1-2025</b>	<b>Preparation of Ledger</b>
	<b>12-1-2025</b>	<b>S. U. N. D. A. Y.</b>

2	13-1-2025	Preparation of Trial Balance
	14-1-2025	Book keeping
	15-1-2025	Accounting Principles
	16-1-2025	Accounting Concepts
	17-1-2025	Accounting Conventions
	18-1-2025	Class test-1
	19-1-2025	<b>S. U. N. D. A. Y.</b>
3	20-1-2025	JOURNAL
	21-1-2025	Numerical
	22-1-2025	Numerical
	23-1-2025	LEDGER
	24-1-2025	Numerical
	25-1-2025	Numerical
	26-1-2025	<b>REPUBLIC DAY/S. U. N. D. A. Y.</b>
4	27-1-2025	Subsidiary Books
	28-1-2025	Numerical
	29-1-2025	Solution of problems
	30-1-2025	Capital and revenue expenditure
	31-1-2025	Inventory valuation
	1-2-2025	Methods of Inventory valuation
	2-2-2025	<b>S. U. N. D. A. Y/BASANT PANCHAMI</b>
5	3-2-2025	Numerical
	4-2-2025	Inventory Management
	5-2-2025	Solution of problem

	6-2-2025	Final account with adjustments
	7-2-2025	Numerical
	8-2-2025	Numerical
	9-2-2025	<b>S. U. N. D. A. Y</b>
6	10-2-2025	Numerical
	11-2-2025	Problem solution
	12-2-2025	<b>HOLIDAY: GURU RAVIDAS JAYANTI</b>
	13-2-2025	Problem solution
	14-2-2025	Test – Accounting principles
	15-2-2025	Bank reconciliation statement
	16-2-2025	<b>S. U. N. D. A. Y.</b>
7	17-2-2025	Technique of bank reconciliation statement
	18-2-2025	Numerical
	19-2-2025	Solution of problems
	20-2-2025	Rectification of errors
	21-2-2025	Types of errors
	22-2-2025	Numerical
	23-2-2025	<b>S. U. N. D. A. Y.</b>
8	24-2-2025	One sided error
	25-2-2025	Numerical
	26-2-2025	<b>HOLIDAY: MAHA SHIVRATRI</b>
	27-2-2025	Solution of problems
	28-2-2025	Solution of problems
	1-3-2025	Depreciation



	2-3-2025	<b>S. U. N. D. A. Y.</b>
9	3-3-2025	<b>Straight Line method</b>
	4-3-2025	<b>Numerical</b>
	5-3-2025	<b>Written down value method</b>
	6-3-2025	<b>Numerical</b>
	7-3-2025	<b>Numerical</b>
	8-3-2025	<b>Numerical</b>
	9-3-2025	<b>S. U. N. D. A. Y.</b>
10	10-3-2025	Holi break
	11-3-2025	Holi break
	12-3-2025	Holi break
	13-3-2025	Holi break
	14-3-2025	Holi break
	15-3-2025	Holi break
	16-03-2025	<b>S. U. N. D. A. Y.</b>
11	17-3-2025	<b>Class Test</b>
	18-3-2025	<b>Hire purchase system</b>
	19-3-2025	<b>Assignment 2</b>
	20-3-2025	<b>Numerical</b>
	21-3-2025	<b>Numerical</b>
	22-3-2025	<b>Numerical</b>
	23-3-2025	<b>S. U. N. D. A. Y.</b>
12	24-3-2025	<b>Instalment payment system</b>
	25-3-2025	<b>Numerical</b>

	26-3-2025	Numerical
	27-3-2025	Numerical
	28-3-2025	Solution of problems
	29-3-2025	Solution of problems
	30-3-2025	<b>S. U. N. D. A. Y.</b>
13	31-3-2025	<b>HOLIDAY: ID-UL-FITR</b>
	1-4-2025	Accounting ratios
	2-4-2025	Types of ratio
	3-4-2025	Liquidity ratio
	4-4-2025	Solution of problems
	5-4-2025	Numerical
	6-4-2025	<b>S. U. N. D. A. Y.</b>
14	7-4-2025	Solvency ratio
	8-4-2025	Numerical
	9-4-2025	Turnover Ratio
	10-4-2025	<b>HOLIDAY: MAHAVIR JAYANTI</b>
	11-4-2025	Profitability ratio
	12-4-2025	Numerical
	13-4-2025	<b>S. U. N. D. A. Y.</b>
15	14-4-2025	<b>HOLIDAY: AMBEDKAR JAYANTI</b>
	15-4-2025	Solution of problem
	16-4-2025	Budgetary control
	17-4-2025	Advantages of budgetary control Limitations of budgetary control

	18-4-2025	Installation of budgetary control system
	19-4-2025	Types of budget
	20-4-2025	<b>S. U. N. D. A. Y.</b>
16	21-4-2025	Essentials of effecting budgeting
	22-4-2025	Budgetary Control
	23-4-2025	Revision
	24-4-2025	Previous paper discussion
	25-4-2025	Revision
	26-4-2025	Class test
	27-4-2025	<b>S. U. N. D. A. Y.</b>
17	28-4-2025	Quick review of all syllabus
	29-4-2025	Quick review of all syllabus
	30-4-2025	<b>HOLIDAY: AKSHAY TRITYA</b>
	01-05-2025	Revision
	02-05-2025	Revision
	03-05-2025	Revision
	04-05-2025	<b>S. U. N. D. A. Y.</b>

Signature

Dr. Poonam Rautela



# Aggarwal College Ballabgarh

## LESSON PLAN

17 WEEKS (JAN-APRIL)-2025

Name of Faculty: Dr. Poonam Rautela

Designation/ Department: Retail management & commerce

CLASS: B.Voc RM	SEMESTER: IV Sem	SECTION:-
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SUBJECT: HUMAN RESOURCE MANAGEMENT

Week		
1	7-1-2025	Introduction to HRM Definition
	8-1-2025	Importance Objectives
	9-1-2025	scope of HRM Functions of HRM
	10-1-2025	Functions of HRM Managerial Functions
	11-1-2025	operative functions
	12-1-2025	S. U. N. D. A. Y.
2	13-1-2025	Qualities of HR manager
	14-1-2025	Evolution of HRM
	15-1-2025	Evolution of HR management in India Role of HR manager in organisation
	16-1-2025	current trends in HRM
	17-1-2025	Class test-1
	18-1-2025	growth of HRM in India
	19-1-2025	S. U. N. D. A. Y.
3	20-1-2025	Recruitment: meaning Steps in recruitment policy

	21-1-2025	<b>Modes of recruitment Factors affecting recruitment</b>
	22-1-2025	<b>importance of recruitment</b>
	23-1-2025	<b>Introduction to selection</b>
	24-1-2025	<b>Meaning of selection</b>
	25-1-2025	<b>Essentials of selection procedure</b>
	26-1-2025	<b>REPUBLIC DAY/S. U. N. D. A. Y.</b>
4	27-1-2025	<b>stages in selection procedure</b>
	28-1-2025	<b>Training: meaning</b>
	29-1-2025	<b>Concept of training</b>
	30-1-2025	<b>Need of training importance of training</b>
	31-1-2025	<b>Methods of training</b>
	1-2-2025	<b>On the job training Methods</b>
	2-2-2025	<b>S. U. N. D. A. Y/BASANT PANCHAMI</b>
5	3-2-2025	<b>Off the job training</b>
	4-2-2025	<b>Principles of training</b>
	5-2-2025	<b>Evaluation of training programme in India</b>
	6-2-2025	<b>Class test</b>
	7-2-2025	<b>Introduction and overview meaning and definitions of wages</b>
	8-2-2025	<b>Objectives of wages</b>
	9-2-2025	<b>S. U. N. D. A. Y</b>
6	10-2-2025	<b>Objectives of wages</b>
	11-2-2025	<b>theories of wages</b>
	12-2-2025	<b>HOLIDAY: GURU RAVIDAS JAYANTI</b>

	13-2-2025	theories of wages
	14-2-2025	Methods of wages
	15-2-2025	Methods of wages
	16-2-2025	<b>S. U. N. D. A. Y.</b>
7	17-2-2025	Fair wage system
	18-2-2025	Other wage methods
	19-2-2025	living wage concept
	20-2-2025	factors determining wage structure of an organisation
	21-2-2025	essentials of effective wage policy
	22-2-2025	essentials of satisfactory wage policy
	23-2-2025	<b>S. U. N. D. A. Y.</b>
8	24-2-2025	difference between different wage policy factors
	25-2-2025	Introduction to incentives
	26-2-2025	<b>HOLIDAY: MAHA SHIVRATRI</b>
	27-2-2025	difference between different wage policy factors
	28-2-2025	Introduction to incentives
	1-3-2025	Need and importance of incentives
	2-3-2025	<b>S. U. N. D. A. Y.</b>
9	3-3-2025	concept of incentives
	4-3-2025	nature of incentives
	5-3-2025	meaning and overview concept of special incentives
	6-3-2025	Class Test
	7-3-2025	Hire purchase system

	8-3-2025	profit sharing
	9-3-2025	<b>S. U. N. D. A. Y.</b>
10	10-3-2025	Holi break
	11-3-2025	Holi break
	12-3-2025	Holi break
	13-3-2025	Holi break
	14-3-2025	Holi break
	15-3-2025	Holi break
	16-03-2025	<b>S. U. N. D. A. Y.</b>
11	17-3-2025	Class Test
	18-3-2025	Nature of labour Co. Partnership
	19-3-2025	Assignment 2
	20-3-2025	essentials of ideal incentive system
	21-3-2025	Methods of Wage Programme
	22-3-2025	Concept of Wages: Fair, Minimum and Living Wage
	23-3-2025	<b>S. U. N. D. A. Y.</b>
12	24-3-2025	Factors Determining Wage Structure of an Organization
	25-3-2025	Factors Determining Wage Structure of an Organization
	26-3-2025	Revision
	27-3-2025	Class Test
	28-3-2025	Industrial relations
	29-3-2025	Importance of Industrial relations
	30-3-2025	<b>S. U. N. D. A. Y.</b>
13	31-3-2025	<b>HOLIDAY: ID-UL-FITR</b>


	1-4-2025	objective of Industrial relations
	2-4-2025	objective of Industrial relations,
	3-4-2025	contents and participants of Industrial relations
	4-4-2025	contents and participants of Industrial relations
	5-4-2025	Essentials of good Industrial Relations Programme
	6-4-2025	<b>S. U. N. D. A. Y.</b>
14	7-4-2025	contents and participants of Industrial relations
	8-4-2025	contents and participants of Industrial relations
	9-4-2025	Essentials of good Industrial Relations Programme
	10-4-2025	<b>HOLIDAY: MAHAVIR JAYANTI</b>
	11-4-2025	Participative Management.
	12-4-2025	Importance
	13-4-2025	<b>S. U. N. D. A. Y.</b>
15	14-4-2025	<b>HOLIDAY: AMBEDKAR JAYANTI</b>
	15-4-2025	Criticism of Participative Management.
	16-4-2025	Role of Participative Management in Organisational Growth
	17-4-2025	Need of Participative Management.
	18-4-2025	Workers Initiative
	19-4-2025	Merits of Participative Management.
	20-4-2025	<b>S. U. N. D. A. Y.</b>
16	21-4-2025	Short Answer Type Questions Practice
	22-4-2025	Short Answer Type Questions Practice
	23-4-2025	Revision
	24-4-2025	Previous paper discussion



	25-4-2025	Revision
	26-4-2025	Class test
	27-4-2025	<b>S. U. N. D. A. Y.</b>
17	28-4-2025	Class seminar and revision Unit -1
	29-4-2025	Class seminar and revision Unit -2
	30-4-2025	<b>HOLIDAY: AKSHAY TRITYA</b>
	01-05-2025	Class seminar and revision Unit -3
	02-05-2025	Class seminar and revision Unit -4
	03-05-2025	Quick review of all syllabus
	04-05-2025	<b>S. U. N. D. A. Y.</b>

Signature

Dr. Poonam Rautela

 <div> <h2 style="color: red; text-align: center;">Aggarwal College Ballabgarh</h2> <h3 style="color: red; text-align: center;">LESSON PLAN</h3> <p style="text-align: center;">17 WEEKS (JAN-APRIL)-2025</p> <p style="color: red; text-align: center;">Name of Faculty: <u>Dr. Poonam Rautela</u></p> <p style="color: red; text-align: center;">Designation/ Department: <u>Retail management &amp; commerce</u></p> </div>		
CLASS: B.Voc RM		SEMESTER: IV Sem
SECTION:-		
SUBJECT: CONSUMER BEHAVIOUR		
Week		
1	7-1-2025	Introduction to consumer behaviour meaning of consumer behaviour
	8-1-2025	Meaning of consumer Types of consumers
	9-1-2025	scope of HRM Functions of HRM

	10-1-2025	nature of consumer behaviour
	11-1-2025	Scope of consumer behaviour
	12-1-2025	<b>S. U. N. D. A. Y.</b>
2	13-1-2025	why to analyse consumer behaviour
	14-1-2025	consumer needs
	15-1-2025	different types of human needs
	16-1-2025	identification of human needs
	17-1-2025	Assignment-1
	18-1-2025	Class test-1
	19-1-2025	<b>S. U. N. D. A. Y.</b>
3	20-1-2025	significance of studying consumer needs and motives
	21-1-2025	Impact of needs and motives on buying behaviour of a consumer
	22-1-2025	Market segmentation – introduction classification of market segments
	23-1-2025	Positioning strategies
	24-1-2025	Basis of market segmentation
	25-1-2025	delivering customer values
	26-1-2025	<b>REPUBLIC DAY/S. U. N. D. A. Y.</b>
4	27-1-2025	delivering customer satisfaction
	28-1-2025	Attracting customers
	29-1-2025	Class Test -2
	30-1-2025	Strategies for attracting customers
	31-1-2025	customer retention strategies
	1-2-2025	consumer and cultural influences

	2-2-2025	<b>S. U. N. D. A. Y/BASANT PANCHAMI</b>
5	3-2-2025	consumer and cultural influences
	4-2-2025	consumer and cultural influences
	5-2-2025	consumer and cultural influences
	6-2-2025	meaning of House hold decision making
	7-2-2025	concept and features
	8-2-2025	influence of family members
	9-2-2025	<b>S. U. N. D. A. Y</b>
6	10-2-2025	factors affecting house hold decision making
	11-2-2025	Process of house hold buying
	12-2-2025	<b>HOLIDAY: GURU RAVIDAS JAYANTI</b>
	13-2-2025	introduction and overview of innovation and diffusion process
	14-2-2025	innovation: meaning
	15-2-2025	procedure of innovation and diffusion
	16-2-2025	<b>S. U. N. D. A. Y.</b>
7	17-2-2025	role of innovation in buying behaviour
	18-2-2025	Class test
	19-2-2025	meaning of consumer motivation
	20-2-2025	theories of consumer motivation
	21-2-2025	theories of consumer motivation
	22-2-2025	Maslow's need hierarchy theory
	23-2-2025	<b>S. U. N. D. A. Y.</b>
8	24-2-2025	other motivation theories
	25-2-2025	role of motivation in analysing buying behaviour

	26-2-2025	<b>HOLIDAY: MAHA SHIVRATRI</b>
	27-2-2025	<b>types of motivation</b>
	28-2-2025	<b>meaning of personality</b>
	1-3-2025	<b>different personality traits</b>
	2-3-2025	<b>S. U. N. D. A. Y.</b>
9	3-3-2025	<b>different personality traits</b>
	4-3-2025	<b>factors influencing personality</b>
	5-3-2025	<b>factors influencing personality</b>
	6-3-2025	<b>effects of personality on buying behaviour</b>
	7-3-2025	<b>Meaning of perception</b>
	8-3-2025	<b>theories of perception</b>
	9-3-2025	<b>S. U. N. D. A. Y.</b>
10	10-3-2025	Holi break
	11-3-2025	Holi break
	12-3-2025	Holi break
	13-3-2025	Holi break
	14-3-2025	Holi break
	15-3-2025	Holi break
	16-03-2025	<b>S. U. N. D. A. Y.</b>
11	17-3-2025	<b>Class Test</b>
	18-3-2025	<b>perceptual process</b>
	19-3-2025	<b>Assignment 2</b>
	20-3-2025	<b>how to analyse consumer perception</b>
	21-3-2025	<b>Impact of consumer perception on buying behaviour</b>

	22-3-2025	meaning of attitude
	23-3-2025	<b>S. U. N. D. A. Y.</b>
12	24-3-2025	nature / attitudinal traits
	25-3-2025	how attitudes are developed
	26-3-2025	attitude change
	27-3-2025	attitude change
	28-3-2025	theories of consumer attitudes
	29-3-2025	factors influencing consumer changes and attitudes
	30-3-2025	<b>S. U. N. D. A. Y.</b>
13	31-3-2025	<b>HOLIDAY: ID-UL-FITR</b>
	1-4-2025	factors influencing consumer attitude
	2-4-2025	Revision
	3-4-2025	Meaning of consumer decision process
	4-4-2025	objectives to study consumer decision process
	5-4-2025	approaches of consumer decision process
	6-4-2025	<b>S. U. N. D. A. Y.</b>
14	7-4-2025	steps in buying decision process
	8-4-2025	problem recognition
	9-4-2025	methods of problem identification
	10-4-2025	<b>HOLIDAY: MAHAVIR JAYANTI</b>
	11-4-2025	situation influence
	12-4-2025	situation influence
	13-4-2025	<b>S. U. N. D. A. Y.</b>
15	14-4-2025	<b>HOLIDAY: AMBEDKAR JAYANTI</b>

	15-4-2025	Information influence
	16-4-2025	information analysis
	17-4-2025	post purchase action-need
	18-4-2025	post purchasing action –method
	19-4-2025	post purchasing action –method
	20-4-2025	<b>S. U. N. D. A. Y.</b>
16	21-4-2025	organizing buying behaviour
	22-4-2025	methods and techniques of organizing buying behaviour
	23-4-2025	procedure of organizing buying behaviour
	24-4-2025	Significance of organizing buying behaviour
	25-4-2025	Short Answer Type Questions Practice
	26-4-2025	Short Answer Type Questions Practice
	27-4-2025	<b>S. U. N. D. A. Y.</b>
17	28-4-2025	Class seminar and revision Unit -1
	29-4-2025	Class seminar and revision Unit -2
	30-4-2025	<b>HOLIDAY: AKSHAY TRITYA</b>
	01-05-2025	Class seminar and revision Unit -3
	02-05-2025	Class seminar and revision Unit -4
	03-05-2025	Quick review of all syllabus
	04-05-2025	<b>S. U. N. D. A. Y.</b>

Signature

Poonam Rautela



# Aggarwal College Ballabgarh

## LESSON PLAN

17 WEEKS (JAN-APRIL)-2025

Name of Faculty: Dr. Poonam Rautela  
Designation/ Department: Retail management & commerce

CLASS: B.Voc RM		SEMESTER: VI Sem	SECTION:-
SUBJECT: MERCHANDISING PLANNING AND BUYING			
Week			
1	7-1-2025	Merchandise Management- Introduction	
	8-1-2025	Meaning of Merchandising management	
	9-1-2025	scope of MM Functions of MM	
	10-1-2025	Objectives of merchandising management	
	11-1-2025	Presentation of merchandise	
	12-1-2025	S. U. N. D. A. Y.	
2	13-1-2025	Presentation of merchandise	
	14-1-2025	Strategies for good looking retail display	
	15-1-2025	Strategies for good looking retail display	
	16-1-2025	Strategies for good looking retail display	
	17-1-2025	Assignment-1	
	18-1-2025	Class test-1	
	19-1-2025	S. U. N. D. A. Y.	
3	20-1-2025	significance of studying retail display strategies	
	21-1-2025	Impact of display on buying behaviour of a consumer	
	22-1-2025	Retail planogram	
	23-1-2025	Visual Merchandising	

	24-1-2025	Visual Merchandising
	25-1-2025	Objective of successful visual Merchandising
	26-1-2025	REPUBLIC DAY/S. U. N. D. A. Y.
4	27-1-2025	Objective of successful visual Merchandising
	28-1-2025	Principles of successful visual Merchandising
	29-1-2025	Principles of successful visual Merchandising
	30-1-2025	Class Test -1
	31-1-2025	Signage: Types and Character
	1-2-2025	Signage: Types and Character
	2-2-2025	S. U. N. D. A. Y/BASANT PANCHAMI
5	3-2-2025	Signage: Types and Character
	4-2-2025	Signage: Types and Character
	5-2-2025	Visual Display,
	6-2-2025	Visual Display,
	7-2-2025	meaning of Visual Display decision making
	8-2-2025	concept and features of visual merchandising and display
	9-2-2025	S. U. N. D. A. Y
6	10-2-2025	influence of signage
	11-2-2025	factors affecting visual merchandising and display
	12-2-2025	HOLIDAY: GURU RAVIDAS JAYANTI
	13-2-2025	Revision
	14-2-2025	Different types of VM displays
	15-2-2025	Management of Service and Quality in Merchandise
	16-2-2025	S. U. N. D. A. Y.



7	17-2-2025	Management of Service and Quality in Merchandise Planning
	18-2-2025	Management of Service and Quality in Merchandise Planning
	19-2-2025	Management of Service and Quality in Merchandise Planning
	20-2-2025	Class test
	21-2-2025	Devising Merchandise Plan:
	22-2-2025	Devising Merchandise Plan
	23-2-2025	<b>S. U. N. D. A. Y.</b>
8	24-2-2025	Devising Merchandise Plan
	25-2-2025	Devising Merchandise Plan
	26-2-2025	<b>HOLIDAY: MAHA SHIVRATRI</b>
	27-2-2025	Innovativeness
	28-2-2025	Innovativeness
	1-3-2025	Innovativeness
	2-3-2025	<b>S. U. N. D. A. Y.</b>
9	3-3-2025	Innovativeness in Visual merchandising planning
	4-3-2025	Assortment meaning
	5-3-2025	Assortment features
	6-3-2025	Assortment process
	7-3-2025	Factors affecting Assortment planning
	8-3-2025	Significance of Assortment planning
	9-3-2025	<b>S. U. N. D. A. Y.</b>
10	10-3-2025	Holi break
	11-3-2025	Holi break
	12-3-2025	Holi break

	13-3-2025	Holi break
	14-3-2025	Holi break
	15-3-2025	Holi break
	16-03-2025	<b>S. U. N. D. A. Y.</b>
11	17-3-2025	Class Test
	18-3-2025	How to analyse the impact of effective assortment strategies
	19-3-2025	Assignment -2
	20-3-2025	Category management – Introduction
	21-3-2025	Category management – Introduction
	22-3-2025	Impact of category management on buying behaviour
	23-3-2025	<b>S. U. N. D. A. Y.</b>
12	24-3-2025	Category management – process
	25-3-2025	Category management – types
	26-3-2025	Category killers and category captains
	27-3-2025	Merchandising categories
	28-3-2025	Difference between merchandising category and market segmentation
	29-3-2025	Role of Information Technology in Point-of-Sale System
	30-3-2025	<b>S. U. N. D. A. Y.</b>
13	31-3-2025	<b>HOLIDAY: ID-UL-FITR</b>
	1-4-2025	Role of Information Technology in Point-of-Sale System
	2-4-2025	Electronic Fund Transfer at POS;
	3-4-2025	Electronic Fund Transfer at POS;
	4-4-2025	Electronic Fund Transfer at POS;
	5-4-2025	Data Ware House

	6-4-2025	<b>S. U. N. D. A. Y.</b>
14	7-4-2025	Data Ware House
	8-4-2025	Data Ware House
	9-4-2025	Data Mining
	10-4-2025	<b>HOLIDAY: MAHAVIR JAYANTI</b>
	11-4-2025	Data Mining
	12-4-2025	Data Mining
	13-4-2025	<b>S. U. N. D. A. Y.</b>
15	14-4-2025	<b>HOLIDAY: AMBEDKAR JAYANTI</b>
	15-4-2025	General merchandising planning software
	16-4-2025	information analysis
	17-4-2025	General merchandising planning software
	18-4-2025	General merchandising planning software
	19-4-2025	General merchandising planning software
	20-4-2025	<b>S. U. N. D. A. Y.</b>
16	21-4-2025	Short Answer Type Questions Practice
	22-4-2025	Short Answer Type Questions Practice
	23-4-2025	Class seminar and revision Unit -1
	24-4-2025	Class seminar and revision Unit -2
	25-4-2025	Class seminar and revision Unit -3
	26-4-2025	Class seminar and revision Unit -4
	27-4-2025	<b>S. U. N. D. A. Y.</b>
	28-4-2025	Class seminar and revision Unit -1
	29-4-2025	Class seminar and revision Unit -2

17	30-4-2025	<b>HOLIDAY: AKSHAY TRITYA</b>
	01-05-2025	<b>Class seminar and revision Unit -3</b>
	02-05-2025	<b>Class seminar and revision Unit -4</b>
	03-05-2025	<b>Quick review of all syllabus</b>
	04-05-2025	<b>S. U. N. D. A. Y.</b>

**Signature**

**Poonam Rautela**