

# Lesson Plan

COURSE NAME	SEMESTER	COURSE CODE	COURSE TITLE	LECTURE -5	TEACHER	SESSION
B.COM(P)	I	BC 1.3	Business Organisation & Management(Section-A)	5	Mr. Sumit kumar bansal	2021-22

**COURSE OBJECTIVES:** The objective of this course is to develop an understanding about functions of management and challenges faced by management and organisations with changing dynamics.

**COURSE LEARNING OBJECTIVES:** After completing the course, the student shall be able to:

CO1: understand dynamics of business organisations and management practices with respect to stakeholders.

CO2: understand varied perspectives related to business environment and entrepreneurship.

CO3: analyze how organisations adapt to an uncertain environment and decipher decision making techniques managers use to influence and control the internal environment.

CO4: analyze the relationship amongst functions of management i.e. planning, organizing, directing and controlling.

CO5: appreciate the change in working pattern of modern organisations.

**LESSON PLAN:**

Unit No.	Learning Objective	Lecture No.	Topics to be covered
1.	<b>Unit I: Introduction to Business Organisations and Management</b>	1-2	Meaning and role of organisations and management in our lives; Relationship between organisation and management; Overview of functions of management; Perspective as a student & researcher- underlying disciplines.
		3	Business formats- Brick & Mortar; Click; Brick & Click.
		4-8	Multiple perspectives of business organisations- Consumers, Employees, Entrepreneurs, Community/Society at large.
		9-12	Ownership forms-Franchising location & scale- local, national, global; Micro, small, medium and large.
2.	<b>Unit II: Business Environment and</b>	13-17	Meaning, layers (micro/immediate, intermediate, macro and international), characteristics of business

	<b>Entrepreneurship</b>		friendly environment.
		18-29	Ideals of business ethics, social responsibility and conscientious commerce; Business and social entrepreneurship as a process of opportunity/problem recognition and their realization/resolution.
3	<b>Unit III: Planning and Organizing</b>	30-33	Planning- meaning of project, strategic and operations planning; Decision-making process and techniques.
		34-36	Organizing- orderly division of labor & specialization.
		37-44	Organisational structures and organograms- staffed/manned structures-traditional and modern.
4	<b>Unit IV: Directing and Controlling</b>	45-50	Motivation- needs (including Maslow's theory), incentives, rewards, equity and two factor theory (Herzberg); Leadership and followership- meaning and importance; Organisation-wide leadership.
		50-54	Communication- meaning and importance; determinants of effectiveness; Principles of controlling; Relationship between planning, organizing, directing & controlling; Financial, quality and operating standards/controls.
5	<b>Unit V: Salient Developments and Contemporary Issues in Management</b>	55-60	Salient Developments and Contemporary Issues in Management.

**Evaluation Scheme:**

No.	Component	Duration	Marks
1.	Internal Assessment		25
	• Quiz		
	• Class Test		
	• Attendance		
	• Assignment		
2.	End Semester Examination	3 hr	75

<b>Mode of Evaluation:</b>	Internal Assessment / End Semester Exam
----------------------------	---

**Suggested Books:**

S.N.	NAME OF BOOKS AND AUTHOR	PUBLISHER
1	Business Organisation and Management by Basu.	McGraw Hill Education.
2	The Practice of Management by P.Drucker	Newyork: Harper & Row.
3	Business Organisation Management by V. K. Kaul.	Pearson Education.

**Mr. Sumit kumar bansal**  
**Assistant Professor**  
**Commerce Department**