

## TEACHING PLAN FOR ACADEMIC YEAR 2018- 2019

NAME OF LECTURER		Mrs. Gracy Dsouza						
DESIGNATIONS		Assistant Professor		SUBJECT COVERED IN THIS PLAN		Commerce – II		
CLASS	F. Y. B.Com	SEMESTER II		DIVISION COVERED (SELECT)		A	B	C
MONTHS	DATE FROM _____ TO _____	WEEKS AVAILABLE	LECTURE PER WEEK	TOTAL LECTURE AVAILABLE IN MONTH	TOPICS TO BE COVERED	LECTURE AS PER UNIVERSITY GUIDANCE	LECTURE BUDGETED	REMARK (IF ANY)
November	26th Nov To 29 <sup>TH</sup> Nov	--			Exams – Semester -I	--	---	---
Dec	01 <sup>st</sup> Dec to 21 <sup>st</sup> Dec	3	03	09	Concept of Services, Marketing Mix Strategies, Service Strategies	12		
January	2 <sup>nd</sup> Jan to 31 <sup>st</sup> Jan	4	03	12	Introduction to Retailing, Retail Format, Retail Scenario	12		
February	02 <sup>nd</sup> February To 28 <sup>TH</sup> February	4	03	12	ITES Sector, Banking Sector, Logistics	10		
March	01 <sup>st</sup> March to 10 <sup>th</sup> March	2	03	6	E-Commerce	11		
March / April	11 <sup>th</sup> March to 30 <sup>th</sup> April	SEMESTER TERM END EXAMINATION-WORK -----“ PAPER SETTING ; PAPER ASSESSMENT; ENTERING MARKS & COMPARISION; MODERATION”						
TOTAL LECTURES		16 WEEKS						
LESS:		LEAVE (likely)			EFFECTIVE LECTURE IN TOTALITY			
IN CASE OF EXCESS LEAVE PROPOSED WAY TO COMPLETE SYLLABUS :-								
TOTAL WORKLOAD-----POSITION-----								
CLASS		DIVISIONS		TOTAL				
SUBJECT (COVERED ABOVE)		A, B,C		9				
OTHER SUBJECTS		CLASSES		DIVISIONS				
1)Business Law		S.Y.B.Com		A, B		8		
2)Marketing Research		T. Y. B.Com		B		3		
<b>TOTAL WORKLOAD</b>						<b>20</b>		
Signature								
In consultation with H.O.D.- Signature								

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