

LESSON PLAN

| Period | Date (tentative) | Topic | Unit No. | Teaching Methodology | Remarks | Corrective Action Upon Review |
|--------|---------------------|--|-------------|-------------------------|---------|----------------------------------|
| 3 | 8-11-13 | Introduction to ME Definition | I | Lecture | | |
| 2 | 9-11-13 | Scope, characteristics | I | Lecture | | |
| 5 | 11-11-13 | ME & its relation with other subjects | I | Lecture | | |
| 5 | 12-11-13 | Basic Economic tools in ME | I | Lecture | | |
| 1 | 13-11-13 | Demand Analysis Meaning | I | PPT | | |
| 3 | 15-11-13 | Demand distinction | I | Case study | | |
| 4 | 15-11-13 | Demand determinants | I | Lecture | | |
| 5 | 15-11-13 | Law of Demand and its Exceptions | I | PPT | | |
| 5 | 19-11-13 | Elasticity of Demand & Demand forecasting | II | PPT | | |
| | 19-11-13 | Types of Elasticity of Demand | II | PPT | | |
| | " | Measurement of price elasticity of Demand | II | Lecture | | |
| I | 20-11-13 | Total outlay, point Arc Method | II | Lecture | | |
| | | Significance of Elasticity of Demand | II | Lecture | | |
| 1 | 26-11-13 | Demand forecasting Meaning - factors | II | Lecture | | |
| 1 | 27-11-13 | Methods of Demand forecasting (Survey of Buyers) | II | Lecture | | |
| 4 | 27-11-13 | Intentions & Delphi Method | II | PPT | | |
| 4 | 29-11-13 | Collective opinion | II | PPT | | |
| 3 | 29-11-13 | Analysis of time series & Trend projection | II | PPT | | |
| I | 7-12-13 | Economic Indicators | II | Case study | | |
| | " | Controlled Experiments Judgemental Approach | II | Lecture | | |

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| 2 | 8-12-13 | Forecasting Demand for New products | <u>II</u> | Lecture | | |
| | " | Criteria of a good forecasting Method | <u>II</u> | Lecture | | |
| 4 | 10-12-13 | Theory of production and Cost Analysis | <u>III</u> | PPT | | |
| 1 | 11-12-13 | Production function Iso Quants & Iso Costs | <u>III</u> | PPT | | |
| 4 | " | MRTS | <u>III</u> | PPT | | |
| | " | Law of variable proportions, | <u>III</u> | PPT | | |
| 7 | 11-12-13 | Law of Returns to scale Least | <u>III</u> | Lecture | | |
| | " | Cost Combination of Inputs | <u>III</u> | Lecture | | |
| | " | Cobb-Douglas production function | <u>III</u> | PPT | | |
| 1 | 13-12-13 | Economies of Scale | <u>III</u> | Lecture | | |
| 7 | 14-12-13 | Cost Analysis Cost Concept | <u>III</u> | PPT | | |
| | " | Opportunity Cost | <u>III</u> | PPT | | |
| | " | Fixed Vs Variable Cost | <u>III</u> | PPT | | |
| | " | Explicit Vs Implicit Costs | <u>III</u> | PPT | | |
| | " | Out of pocket Vs Imputed Costs | <u>III</u> | PPT | | |
| | 15-12-13 | Determination of BEP | <u>III</u> | Lecture Case/Study | | |
| 1 | 16-12-13 | Problems of BEP | <u>III</u> | Case study | | |
| 1 | 18/12/13 | Managerial Significance & Limitations of BEP | <u>III</u> | Lecture | | |
| 1 | 20/12/13 | Introduction to Markets - Structure | <u>IV</u> | Game | | |
| 7 | 21/12/13 | Types of Competition Feature of perfect Competition | <u>IV</u> | Game | | |

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| 4 | 24/12/13 | Monopoly & Monopolistic Comp. | IV | Lecture | | |
| | | Oligopoly | IV | Lecture | | |
| | 25/12/13 | Managerial theories of the firm. | IV | PPT | | |
| | | Marxist & Williams Model | IV | PPT | | |
| | 27/12/13 | Pricing policies - Methods | IV | Lecture | | |
| | | Marginal cost pricing | IV | Lecture | | |
| | | Limit pricing & Skimming & Penetration | IV | Lecture | | |
| | 28/12/13 | Bundling / peak Load | IV | Lecture | | |
| | 4 | Internet pricing & lateral | IV | Lecture | | |
| | 4 | usage sensitive Transaction Based pricing | IV | Lecture | | |
| | 4 | priority pricing - Social cost | IV | Lecture | | |
| | 4 | Precedence Model Smart Mkt. Mechanism Model | IV | Lecture | | |
| | 11/1/14 | Types of Industrial Organisation & Introduction to Business Cycles | V | Case study | | |
| | 3/1/14 | Characteristic features of Industrial Org. | V | Role play | | |
| | | characteristics & features of Sole proprietorship | V | Role play | | |
| | 4/1/14 | partnership & Joint Stock Company | V | Role play | | |
| | 4/1/14 | State/public enterprise - Types | V | Lecture | | |
| | 8/1/14 | Introduction to Business Cycles Meaning - phases - features | V | Lecture | | |
| | | Introduction to Financial Accounting | VI | Lecture | | |
| | | Introduction to Double Entry System | VI | Lecture | | |

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| | 10/1/14 | Journal, Ledger | <u>VI</u> | PPT | | |
| | 11/1/14 | Trial Balance | <u>VI</u> | | | |
| | 14/2/14 | Final Accounts with Simple adjustments | <u>VI</u> | Case Study | | |
| | 15/2/14 | | | | | |
| | 16/2/14 | Limitation of Financial statements | <u>VI</u> | Lecture | | |
| | 17/2/14 | | | | | |
| | 18/2/14 | Interpretation and Analysis of Financial Statement | <u>VII</u> | Lecture | | |
| | 21/2/14 | Ratio - Analysis | <u>VII</u> | Case Study | | |
| | 22/2/14 | Liquidity Ratios | <u>VII</u> | Case Study | | |
| | 24/2/14 | profitability Ratios | <u>VII</u> | Case Study | | |
| | 25/2/14 | Solvency ratios | <u>VII</u> | Case Study | | |
| | 28/2/14 | Preparation of changes in Working Capital Statement | <u>VII</u> | Lecture | | |
| | 29/2/14 | Fund Flow Statement | <u>VII</u> | Case Study | | |
| | 31/2/14 | | | | | |
| | 1/2/14 | Capital & Capital | <u>VIII</u> | Lecture | | |
| | 4/2/14 | Budgeting - Methods Meaning | <u>VIII</u> | | | |
| | 5/2/14 | Need - Decisionary | <u>VIII</u> | Lecture | | |
| | 7/2/14 | | | | | |
| | 8/2/14 | Decisions - | <u>VIII</u> | PPT | | |
| | 11/2/14 | Examples of CB | <u>VIII</u> | | | |
| | 12/2/14 | Methods of capital | <u>VIII</u> | PPT | | |
| | 14/2/14 | Budgeting | | | | |
| | 15/2/14 | payback - period | <u>VIII</u> | Lecture | | |
| | 18/2/14 | Accounty Rate of Return | <u>VIII</u> | Case Study | | |
| | 21/2/14 | Internal Rate of Return Net present value | <u>VIII</u> | Lecture Case Study | | |
| | 22/2/14 | Simple problems of all Methods | <u>VIII</u> | Case Study | | |
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