

**S.D.College of Pharmacy (245)  
Janaula, Pataudi (Gurugram)  
Lesson Plan**

**Name of the Faculty** :  
**Discipline** : Pharmacy  
**Year** : 2<sup>nd</sup> year  
**Subject** : D.S.B.M  
**Lesson plan duration** : weeks (22<sup>th</sup> July.2019 to Oct. 2020)  
**Work load** : Theory -Lecture 03hours / week,

Week	Theory			Practical		
	Lecture Day	Topic (including assignment / test)	Covered Date	Practical Day	Topic	Covered Date
1.	1	<b>Introduction:</b> Trade			No practical work	
	2	<b>Introduction</b> : industry and commerce				
	3	<b>Introduction:</b> Functions and subdivision of commerce,				
2.	1	<b>Introduction</b> : Functions and subdivision of commerce,				
	2	<b>Introduction:</b> Introduction to Elements for Economics				
	3	<b>Introduction:</b> type of industry				
3.	1	<b>Introduction</b> : function of management				
	2	<b>Introduction:</b> Type of management				
	3	<b>Introduction</b> : test				
4.	1	<b>Form of Business organisation</b> : sole proprietorship				
	2	<b>Form of Business organisation</b> :Partnership				
	3	<b>Form of Business organisation:</b> Type of partner and partnership				
5.	1	<b>Form of Business organisation:</b> joint Hindu family				
	2	<b>Form of Business organisation:</b> Joint Stock Company				

	3	<b>Form of Business organisation:</b> type of company				
6.	1	<b>Form of Business organisation:</b> o operative society				
	2	<b>Form of Business organisation:</b> test				
	3	Assignment on joint stock company				
7.	1	<b>Channel of Distribution :</b> Introduction				
	2	<b>Channel of Distribution :</b> Type of middle men				
	3	<b>Channel of Distribution :</b> Wholesaler				
8.	1	<b>Channel of Distribution :</b> service performed by wholesaler				
	2	<b>Channel of Distribution :</b> Retailer				
	3	<b>Channel of Distribution :</b> Service performed by retailer				
9.	1	<b>Channel of Distribution :</b> Type of retailer				
	2	<b>Channel of Distribution :</b> Modern trend in retailing				
	3	<b>Channel of Distribution :</b> Modern trend in retailing				
10	1	<b>Channel of Distribution :</b> Modern trend in retailing				
	2	<b>Channel of Distribution :</b> Market research				
	3	Test				
11	1	Revision				
	2	Revision				
	3	<b>Drug house management :</b> introduction				
12		<b>1<sup>st</sup> Sessional</b>				
13	1	<b>Drug house management :</b> introduction				
14	1	<b>Drug house management :</b> Site for Drug Store				
	2	<b>Drug house management :</b> layout of drug store				
15	1	<b>Drug house management :</b> legal aspect to open a drug store				

	2	<b>Drug house management</b> : Documents required for renewal				
	3	<b>Drug house management</b> : purchasing and its objective				
16	1	<b>Drug house management</b> :purchasing procedure				
	2	<b>Drug house management</b> :methods of purchasing g				
	3	<b>Drug house management</b> :selection of supplier				
17	1	<b>Drug house management</b> : tender and type of tender				
	2	<b>Drug house management</b> : Contract				
	3	<b>Drug house management</b> : storage				
18	1	<b>Drug house management</b> :Codification method				
	2	<b>Drug house management</b> : Codification method				
	3	<b>Drug house management</b> :pricing of material				
19	1	<b>Drug house management</b> : pricing of material				
	2	Test				
	3	Revision				
20	1	<b>Inventory Control-</b> objects and importance,				
	2	<b>Inventory Control-</b> modern techniques ABC,				
	3	<b>Inventory Control-</b> modern techniques VED				
21	1	<b>Inventory Control-</b> modern techniques EOQ				
	2	<b>Inventory Control-</b> modern techniques Lead time				
	3	<b>Inventory Control-</b> modern techniques slow and non moving item				
22	1	<b>Inventory Control-</b> modern techniques input output ration				
	2	<b>Inventory Control-</b> Setting of various level				
	3	<b>Inventory Control-</b> use of material budget				
23		<b>2<sup>nd</sup> Sessional</b>				

24		<b>Winter Vacation</b>				
25		<b>Winter Vacation</b>				
26	1	<b>Sales promotion</b> , introduction and technique of sale promotion				
	2	<b>Sales promotion</b> , Salesmanship,				
	3	<b>Sales promotion</b> , Market Research,				
27	1	<b>Sales promotion</b> , Market Research,				
	2	<b>Sales promotion</b> , Advertising and technique of advertisement				
	3	Test				
28	1	Recruitment,				
	2	Selection				
	3	training,				
29	1	Type of training,				
	2	Evaluation and compensation of the pharmacist.				
	3	Test				
30	1	<b>Banking and Finance</b> - Service and functions of bank,				
	2	<b>Banking and Finance</b> - Finance planning				
	3	<b>Banking and Finance</b> - sources of finance.				
31	1	<b>Introduction to the accounting:-</b> concepts and conventions.				
	2	<b>Introduction to the accounting:-</b> concepts and conventions.				
	3	<b>Introduction to the accounting:-</b> Double entry Book Keeping,				
32	1	<b>Introduction to the accounting:-</b> Double entry Book Keeping,				
	2	<b>Introduction to the accounting:-</b> Different kinds of accounts.				
	3	<b>Introduction to the accounting:-</b> Cash Book.				
33	1	<b>Introduction to the accounting:-</b> General Ledger				
	2	<b>Introduction to the accounting:-</b> Trial Balance.				

	3	<b>Introduction to the accounting:-</b> Profit and Loss Account				
34	1	<b>Introduction to the accounting:-</b> Balance Sheet.				
	2	<b>Introduction to the accounting:-</b> Simple techniques of analyzing financial statements.				
	3	<b>Introduction to the accounting:-</b> Simple techniques of analyzing financial statements.				
35		<b>3<sup>rd</sup> Sessional</b>				
36	1	<b>Introduction to the accounting:-</b> Introduction to Budgeting.				
	2	<b>Introduction to the accounting:-</b> Introduction to Budgeting.				
	3	Revision				
37	1	Revision				
	2	Revision				
	3	Revision				