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| **Performa : Hindu College of Pharmacy** | | | | |
| **Lesson Plan** | | | | |
| **Name of the faculty** | | **Naveen** | | |
| **Discipline** | | **Pharmacy** | | |
| **Semester** | | **2 nd Year** | | |
| **Subject** | | **Drug storage and business management** | | |
| **Lesson plan Duration** | | **25 weeks (July 2019 to April 2020)** | | |
| **Work Load/week(In hour)** | | **Lecture- 03; Practical- N/A** | | |
| **Week** | **Theory** | | **Practical** | |
| **Lecture Day** | **Topic** | **Practical Day** | **Topic** |
| **1st (july 4th week)** | **1st** | Introduction-Trade, Industry and Commerce | **1st  (Batch A)** |  |
| **2nd** | Functions and subdivision of Commerce | **2nd (Batch B)** |  |
| **3rd** | Unit test | **3rd (Batch C)** |  |
| **2nd ( july 5th . week)** | **1st** | Introduction of Elements of Economics | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | Introduction of Elements of Management | **3rd (Batch C)** |  |
| **3rd(Aug. 2nd**  **week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Review of unit | **2nd (Batch B)** |  |
| **3rd** | Forms of Business Organisations | **3rd (Batch C)** |  |
| **4th(Aug. 3rd week)** | **1st** | Forms of Business Organisations | **1st  (Batch A)** |  |
| **2nd** | Forms of Business Organisations | **2nd (Batch B)** |  |
| **3rd** | Forms of Business Organisations. | **3rd (Batch C)** |  |
| **5th(Aug. 4th week)** | **1st** | Channels of Distribution | **1st  (Batch A)** |  |
| **2nd** | Channels of Distribution | **2nd (Batch B)** |  |
| **3rd** | Channels of Distribution | **3rd (Batch C)** |  |
| **6th(Aug.5th week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** |  | **2nd (Batch B)** |  |
| **3rd** | Drug House Management-Selection of Site | **3rd (Batch C)** |  |
| **7th(Sept. 1st week)** | **1st** | Space Lay-out and legal requirements | **1st  (Batch A)** |  |
| **2nd** | Importance and objectives of Purchasing | **2nd (Batch B)** |  |
| **3rd** | Selection of suppliers, credit information, tenders | **3rd (Batch C)** |  |
| **8th(Sept. 2nd week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Contracts and price determination and legal requirements thereto | **2nd (Batch B)** |  |
| **3rd** | Codification, handling of drug stores and other hospital supplies | **3rd (Batch C)** |  |
| **9th(Sept. 3rd week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Inventory Control-objects and importance | **2nd (Batch B)** |  |
| **3rd** | Modern techniques like ABC, VED analysis, the lead time | **3rd (Batch C)** |  |
| **10th(Sept .4th week)** | **1st** | Inventory carrying cost, safety stock | **1st  (Batch A)** |  |
| **2nd** | Minimum and maximum stock levels | **2nd (Batch B)** |  |
| **3rd** | Economic Order Quantity, scrap and surplus disposal | **3rd (Batch C)** |  |
| **11th(oct. 2nd week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Sales Promotion | **2nd (Batch B)** |  |
| **3rd** | Market Research | **3rd (Batch C)** |  |
| **12th(oct. 3rd week)** | **1st** | Salesmanship, qualities of a salesman | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | Advertising and Window Display | **3rd (Batch C)** |  |
| **13th(Nov. 2nd week)** | **1st** | Recruitment | **1st  (Batch A)** |  |
| **2nd** | Training | **2nd (Batch B)** |  |
| **3rd** | Evaluation and compensation of the pharmacist | **3rd (Batch C)** |  |
| 14th**(Nov. 3rd week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Banking and Finance Service | **2nd (Batch B)** |  |
| **3rd** | Functions of the bank | **3rd (Batch C)** |  |
| 15th**(Dec. 1st week)** | **1st** | Finance Planning | **1st  (Batch A)** |  |
| **2nd** | Sources of finance | **2nd (Batch B)** |  |
| **3rd** | Unit test | **3rd (Batch C)** |  |
| 16th**(Dec. 2nd week)** | **1st** | Review of Unit | **1st  (Batch A)** |  |
| **2nd** | Introduction to the accounting | **2nd (Batch B)** |  |
| **3rd** | Introduction to the accounting | **3rd (Batch C)** |  |
| 17th**(Jan. 3rd week)** | **1st** | Concepts and Conventions | **1st  (Batch A)** |  |
| **2nd** | Concepts and Conventions | **2nd (Batch B)** |  |
| **3rd** | Different kinds of accounts | **3rd (Batch C)** |  |
| 18th**(Jan. 4th week)** | **1st** | Double entry Book keeping | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | Cash Book | **3rd (Batch C)** |  |
| 19th**(Feb. 2nd week)** | **1st** | Cash Book | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | General Leger | **3rd (Batch C)** |  |
| 20th**(Feb. 3rd week)** | **1st** | General Leger | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | Trial Balance | **3rd (Batch C)** |  |
| 21st**(Feb. 4th week)** | **1st** | Trial Balance | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** | Profit and Loss Account | **3rd (Batch C)** |  |
| 22nd**(Mar. 2nd week)** | **1st** | Profit and Loss Account | **1st  (Batch A)** |  |
| **2nd** | Balance Sheet | **2nd (Batch B)** |  |
| **3rd** | Balance Sheet | **3rd (Batch C)** |  |
| 23rd**(Mar. 3rd week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Simple technique of analysing financial statements | **2nd (Batch B)** |  |
| **3rd** | Simple technique of analysing financial statements | **3rd (Batch C)** |  |
| 24th**(Mar. 4th week)** | **1st** | Unit test | **1st  (Batch A)** |  |
| **2nd** | Introduction to Budgeting | **2nd (Batch B)** |  |
| **3rd** | Introduction to Budgeting | **3rd (Batch C)** |  |
| 25th **(Apr. 2nd week)** | **1st** | Budgeting | **1st  (Batch A)** |  |
| **2nd** | Unit test | **2nd (Batch B)** |  |
| **3rd** |  | **3rd (Batch C)** |  |