

Performa : Hindu College of Pharmacy				
Lesson Plan				
Name of the faculty		Naveen		
Discipline		Pharmacy		
Semester		2 nd Year		
Subject		Drug storage and business management (DSBM)		
Lesson plan Duration		25 weeks (Oct. 2021 to May 2022)		
Work Load/week(In hour)		Lecture- 03; Practical- N/A		
Week	Theory		Practical N/A	
	Lecture Day	Topic	Practical Day	Topic
1 st (Oct. 3 rd week)	1 st	Introduction-Trade, Industry and Commerce	1 st (Batch A)	
	2 nd	Unit test	2 nd (Batch B)	
	3 rd	Functions and subdivision of Commerce	3 rd (Batch C)	
2 nd (Oct. 4 th week)	1 st	Introduction of Elements of Economics	1 st (Batch A)	
	2 nd	Unit test	2 nd (Batch B)	
	3 rd	Introduction of Elements of Management	3 rd (Batch C)	
3 rd (Nov. 2 nd week)	1 st	Review of unit	1 st (Batch A)	
	2 nd	Unit test	2 nd (Batch B)	
	3 rd	Forms of Business Organisations	3 rd (Batch C)	
4 th (Nov. 3 rd week)	1 st	Forms of Business Organisations	1 st (Batch A)	
	2 nd	Forms of Business Organisations	2 nd (Batch B)	
	3 rd	Forms of Business Organisations.	3 rd (Batch C)	
5 th (Nov. 4 th week)	1 st	Unit test	1 st (Batch A)	
	2 nd	Channels of Distribution	2 nd (Batch B)	
	3 rd	Channels of Distribution	3 rd (Batch C)	
6 th (Dec. 1 st week)	1 st	Channels of Distribution	1 st (Batch A)	
	2 nd	Unit test	2 nd (Batch B)	
	3 rd	Drug House Management- Selection of Site	3 rd (Batch C)	
7 th (Dec.. 2 nd week)	1 st	Space Lay-out and legal requirements	1 st (Batch A)	
	2 nd	Unit test	2 nd (Batch B)	
	3 rd	Importance and objectives of Purchasing	3 rd (Batch C)	

		Selection of suppliers, credit information, tenders		
8th(Dec. 3rdweek)	1st	Unit test	1st (Batch A)	
	2nd	Contracts and price determination and legal requirements	2nd (Batch B)	
	3rd	Codification, handling of drug stores and other hospital supplies	3rd (Batch C)	
9th(Dec. 4thweek)	1st	Inventory Control-objects and importance	1st (Batch A)	
	2nd	Modern techniques like ABC, VED analysis, the lead time	2nd (Batch B)	
	3rd	Unit test	3rd (Batch C)	
10th(Dec. 5thweek)	1st	Inventory carrying cost, safety stock	1st (Batch A)	
	2nd	Unit test Minimum and maximum stock levels	2nd (Batch B)	
	3rd	Economic Order Quantity, scrap and surplus disposal	3rd (Batch C)	
11th(Jan. 3rd week)	1st	Unit test	1st (Batch A)	
	2nd	Sales Promotion	2nd (Batch B)	
	3rd	Market Research	3rd (Batch C)	
12th(Jan. 4th 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(Feb. 2nd week)	1st	Recruitment	1st (Batch A)	
	2nd	Training	2nd (Batch B)	
	3rd	Unit test	3rd (Batch C)	
14th (Feb. 3rd week)	1st	Evaluation and compensation of the pharmacist	1st (Batch A)	
	2nd	Banking and Finance Service	2nd (Batch B)	
	3rd	Functions of the bank, Finance Planning	3rd (Batch C)	
15th (Feb. 4th week)	1st	Unit test	1st (Batch A)	
	2nd	Sources of finance	2nd (Batch B)	
	3rd	Review of Unit	3rd (Batch C)	
16th(Mar. 1stweek)	1st	Unit test	1st (Batch A)	
	2nd	Introduction to the accounting	2nd (Batch B)	
	3rd	Introduction to the accounting	3rd (Batch C)	
17th(Mar. 2nd week)	1st	Concepts and Conventions	1st (Batch A)	
	2nd	Concepts and Conventions	2nd (Batch B)	

	3rd	Different kinds of accounts	3rd (Batch C)	
18th (Mar. 3rd week)	1st	Double entry Book keeping	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Cash Book	3rd (Batch C)	
19 th (Mar. 4 th week)	1st	Cash Book	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	General Leger	3rd (Batch C)	
20 th (Mar. 5 th week)	1st	General Leger	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Trial Balance	3rd (Batch C)	
21 st (Apr 1 st week)	1st	Trial Balance	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Balance Sheet	3rd (Batch C)	
22 nd (Apr 2 nd week)	1st	Balance Sheet	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Profit and Loss Account	3rd (Batch C)	
23 rd (Apr. 3 rd week)	1st	Profit and Loss Account	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Simple technique of analysing financial statements	3rd (Batch C)	
24 th (Apr. 4 th week)	1st	Simple technique of analysing financial statements	1st (Batch A)	
	2nd	Unit test	2nd (Batch B)	
	3rd	Introduction to Budgeting	3rd (Batch C)	
25 th (Apr. 5 th week)	1st	Introduction to Budgeting	1st (Batch A)	
	2nd	Budgeting	2nd (Batch B)	
	3rd	Unit test	3rd (Batch C)	

