

Performa : Hindu College of Pharmacy				
Lesson Plan				
Name of the faculty		Naveen		
Discipline		Pharmacy		
Semester		2 <sup>nd</sup> Year		
Subject		Drug storage and business management		
Lesson plan Duration		25 weeks (July 16, 2018 to March 2019)		
Work Load/week(In hour)		Lecture- 03; Practical- N/A		
Week	Theory		Practical	
	Lecture Day	Topic	Practical Day	Topic
1 <sup>st</sup> (July. 3 <sup>rd</sup> week)	1 <sup>st</sup>	Introduction-Trade, Industry and Commerce	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Functions and subdivision of Commerce	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Unit test	3 <sup>rd</sup> (Batch C)	
2 <sup>nd</sup> (July. 4 <sup>th</sup> week)	1 <sup>st</sup>	Introduction of Elements of Economics	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Unit test	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Introduction of Elements of Management	3 <sup>rd</sup> (Batch C)	
3 <sup>rd</sup> (Aug. 1 <sup>st</sup> week)	1 <sup>st</sup>	Unit test	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Review of unit	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Forms of Business Organisations	3 <sup>rd</sup> (Batch C)	
4 <sup>th</sup> (Aug. 2 <sup>nd</sup> week)	1 <sup>st</sup>	Forms of Business Organisations	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Forms of Business Organisations	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Forms of Business Organisations.	3 <sup>rd</sup> (Batch C)	
5 <sup>th</sup> (Aug. 3 <sup>rd</sup> week)	1 <sup>st</sup>	Channels of Distribution	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Channels of Distribution	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Channels of Distribution	3 <sup>rd</sup> (Batch C)	
6 <sup>th</sup> (Aug. 4 <sup>th</sup> week)	1 <sup>st</sup>	Unit test	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>		2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Drug House Management- Selection of Site	3 <sup>rd</sup> (Batch C)	
7 <sup>th</sup> (Sep. 1 <sup>st</sup> Week)	1 <sup>st</sup>	Space Lay-out and legal requirements	1 <sup>st</sup> (Batch A)	
	2 <sup>nd</sup>	Importance and objectives of Purchasing	2 <sup>nd</sup> (Batch B)	
	3 <sup>rd</sup>	Selection of suppliers, credit	3 <sup>rd</sup> (Batch C)	

		information, tenders		
<b>8<sup>th</sup> (Sep. 2<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Contracts and price determination and legal requirements thereto	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Codification, handling of drug stores and other hospital supplies	<b>3<sup>rd</sup> (Batch C)</b>	
<b>9<sup>th</sup> (Sep. 3<sup>rd</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Inventory Control-objects and importance	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Modern techniques like ABC, VED analysis, the lead time	<b>3<sup>rd</sup> (Batch C)</b>	
<b>10<sup>th</sup> (Sep. 4<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Inventory carrying cost, safety stock	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Minimum and maximum stock levels	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Economic Order Quantity, scrap and surplus disposal	<b>3<sup>rd</sup> (Batch C)</b>	
<b>11<sup>th</sup> (Oct. 1<sup>st</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Sales Promotion	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Market Research	<b>3<sup>rd</sup> (Batch C)</b>	
<b>12<sup>th</sup> (Oct. 2<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Salesmanship, qualities of a salesman	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Advertising and Window Display	<b>3<sup>rd</sup> (Batch C)</b>	
<b>13<sup>th</sup> (Oct. 3<sup>rd</sup> Week)</b>	<b>1<sup>st</sup></b>	Recruitment	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Training	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Evaluation and compensation of the pharmacist	<b>3<sup>rd</sup> (Batch C)</b>	
<b>14<sup>th</sup> (Nov. 2<sup>nd</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Banking and Finance Service	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Functions of the bank	<b>3<sup>rd</sup> (Batch C)</b>	
<b>15<sup>th</sup> (Nov. 3<sup>rd</sup> Week)</b>	<b>1<sup>st</sup></b>	Finance Planning	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Sources of finance	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Unit test	<b>3<sup>rd</sup> (Batch C)</b>	
<b>16<sup>th</sup> (Nov. 4<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Review of Unit	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Introduction to the accounting	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Introduction to the accounting	<b>3<sup>rd</sup> (Batch C)</b>	
<b>17<sup>th</sup> (Dec. 1<sup>st</sup> Week)</b>	<b>1<sup>st</sup></b>	Concepts and Conventions	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Concepts and Conventions	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Different kinds of accounts	<b>3<sup>rd</sup> (Batch C)</b>	

<b>18<sup>th</sup>(Dec. 2<sup>nd</sup> Week)</b>	<b>1<sup>st</sup></b>	Double entry Book keeping	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Cash Book	<b>3<sup>rd</sup> (Batch C)</b>	
<b>19<sup>th</sup> (Jan. 2<sup>nd</sup> Week)</b>	<b>1<sup>st</sup></b>	Cash Book	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	General Leger	<b>3<sup>rd</sup> (Batch C)</b>	
<b>20<sup>th</sup> (Jan. 3<sup>rd</sup> Week)</b>	<b>1<sup>st</sup></b>	General Leger	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Trial Balance	<b>3<sup>rd</sup> (Batch C)</b>	
<b>21<sup>st</sup>(Jan. 4<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Trial Balance	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Profit and Loss Account	<b>3<sup>rd</sup> (Batch C)</b>	
<b>22<sup>nd</sup> (Feb. 2<sup>nd</sup> Week)</b>	<b>1<sup>st</sup></b>	Profit and Loss Account	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Balance Sheet	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Balance Sheet	<b>3<sup>rd</sup> (Batch C)</b>	
<b>23<sup>rd</sup>(Feb. 3<sup>rd</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Simple technique of analysing financial statements	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Simple technique of analysing financial statements	<b>3<sup>rd</sup> (Batch C)</b>	
<b>24<sup>th</sup>(Feb. 4<sup>th</sup> Week)</b>	<b>1<sup>st</sup></b>	Unit test	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Introduction to Budgeting	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>	Introduction to Budgeting	<b>3<sup>rd</sup> (Batch C)</b>	
<b>25<sup>th</sup> (Mar. 1<sup>st</sup> Week)</b>	<b>1<sup>st</sup></b>	Budgeting	<b>1<sup>st</sup> (Batch A)</b>	
	<b>2<sup>nd</sup></b>	Unit test	<b>2<sup>nd</sup> (Batch B)</b>	
	<b>3<sup>rd</sup></b>		<b>3<sup>rd</sup> (Batch C)</b>	

