Performa : Bhagwan Mahaveer Institute of Medical Sciences, Jagdishpur				
Lesson Plan				
Name of the faculty		Ms. Kriti		
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	3rd (Batch C)	

		information, tenders		
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)**	