

Lesson Plan

<b>Name of the Faculty</b>	:	<b>Gulshan Kumar</b>
<b>Discipline</b>	:	<b>Pharmacy</b>
<b>Semester</b>	:	<b>2nd Year(Theory) &amp; 1st Year Practical</b>
<b>Subject</b>	:	<b>Drug Store &amp; Business Management</b>
<b>Lesson Plan Duration</b>	:	<b>15 weeks (from January, 2018 to April, 2018)</b>
<b>Work Load(lecture/practical) per week (in hours): Lecture-03, Practicals-06</b>		

Week	Theory(DSBM)		Ceutics-1 Pr. Practical	
	lecture day	Topic (including assignment/test)	Practical day	Topic
<b>1st(Jan. 2nd week)</b>	1st	Advantage of Channels of Distribution, Factors to be taken into consideration in the selection of channels of distribution	1st (Batch A)	Preparation of Cold Cream
	2nd	Different Channels of Distribution		
	3rd	Wholesale Trade	2nd(Batch B)	Preparation of Cold Cream
<b>2nd(Jan. 3rd week)</b>	1st	Retail Trade	1st (Batch A)	Preparation of Vanishing Cream
	2nd	Types of Retailers		
	3rd	Channels of distribution for pharmaceuticals/drugs	2nd(Batch B)	Preparation of Vanishing Cream
<b>3rd(Jan 4th week)</b>	1st	Factors for the selection of site of a retail drug store	1st (Batch A)	Preparation of Face Powder
	2nd	Space layout or layout design of a drug store		
	3rd	Legal requirements to start a drug store	2nd(Batch B)	Preparation of Face Powder
<b>4th(Feb. 1st week)</b>	1st	Manpower requirement of a drug store, Importance and Objective of Purchasing	1st (Batch A)	Preparation of Face Powder
	2nd	Purchase Procedure, Tender		
	3rd	Price Determination, Codification	2nd(Batch B)	Preparation of Face Powder
<b>5th(Feb. 2nd week)</b>	1st	Procedure for Procurement of Drugs and Supplies from the Medical Stores Depot	1st (Batch A)	Preparation of Shampoo
	2nd	Objective of Inventory Control		
	3rd	Methods of Inventory Control	2nd(Batch B)	Preparation of Shampoo
<b>6th(Feb. 3rd week)</b>	1st	ABC methods of Inventory Control	1st (Batch A)	Preparation of Chloramphenicol Capsules
	2nd	LEAD Time		
	3rd	Economic order quantity	2nd(Batch B)	Preparation of Chloramphenicol Capsules
	1st	VED analysis	1st (Batch A)	Preparation of Indomethacin Capsules

<b>7th (Feb. 4th week)</b>	2nd	Perpetual inventory control system		
	3rd	Scrap, Surplus & Disposal	2nd(Batch B)	Preparation of Indomethacin Capsules
<b>8th (Mar. 1st week)</b>	1st	Objective of sales promotions	1st (Batch A)	Preparation of Aspirin Tablets
	2nd	Method of sales promotions		
	3rd	Salesmanship, Types of Salesmen	2nd(Batch B)	Preparation of Aspirin Tablets
<b>9th(Mar. 2nd week)</b>	1st	Qualities of successful salesman	1st (Batch A)	Preparation of Acetaminophen Tablets
	2nd	Selection of Medical representatives		
	3rd	Adverting, Window Display, Market Research	2nd(Batch B)	Preparation of Acetaminophen Tablets
<b>10th (Mar. 3rd week)</b>	1st	Indtroduction to Accountancy	1st (Batch A)	Preparation of Sodium Chloride injection
	2nd	Accounting concepts		
	3rd	Book keeping, Terms used in accountancy	2nd(Batch B)	Preparation of Sodium Chloride injection
<b>11th(Mar. 4th week)</b>	1st	Cash Book	1st (Batch A)	Preparation of Dextrose injection
	2nd	Types of Cash Book		
	3rd	Petty cash book	2nd(Batch B)	Preparation of Dextrose injection
<b>12th(Apr. 1st week)</b>	1st	Journal	1st (Batch A)	Preparation of Boric Acid Eye Lotion
	2nd	Ledger		
	3rd	Trial balance, Error and Their Rectifications	2nd(Batch B)	Preparation of Boric Acid Eye Lotion
<b>13th(Apr. 2nd week)</b>	1st	Advantage of financial statements, Trading Account	1st (Batch A)	Preparation of Silver Nitrate Ophthalmic Solution
	2nd	Profit and loss account		
	3rd	Balance sheet, Classification of Assets and Liabilities	2nd(Batch B)	Preparation of Silver Nitrate Ophthalmic Solution
<b>14th(Apr. 3rd week)</b>	1st	Analysis of Financial Statements, Types of Financial Analysis	1st (Batch A)	Preparation of Water For Injection By using Aseptic Techniques
	2nd	Method of Financial Analysis		
	3rd	Advantages and Limitation of Ratio Analysis	2nd(Batch B)	Preparation of Water For Injection By using Aseptic Techniques
<b>15th(Apr. 4th week)</b>	1st	Budgeting, Budgetary Control	1st (Batch A)	Preparation of Dextrose injection
	2nd	Advantage and Limitation of Budgetary Control		
	3rd	Classification of Budget	2nd(Batch B)	Preparation of Dextrose injection



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