



Lesson Plan No. 1.1	Course Name: Project Management Topic: Concept of Project, Project Management: Importance	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- To introduce students to the fundamental concepts of project management.- To explain the definition and characteristics of a project.- To explore the phases of the project life cycle and their significance.- To understand the importance of project management in achieving organizational goals.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is project? What kind of project you have done in your life?- Introduce the concept of project with real-time examples.2. Development (30 minutes)<p>Definition of Projects:</p><ul style="list-style-type: none">- Define what constitutes a project (temporary endeavour, unique goal, specific deliverables).<p>B. Characteristics of Projects:</p><ul style="list-style-type: none">- Discuss key characteristics such as time-bound, unique, and requiring resources.<p>C. Examples of Projects:</p><ul style="list-style-type: none">- Provide real-world examples of projects from various industries to illustrate different types and scopes.<p>III. Importance of Project Management</p><p>A. Definition of Project Management:</p><ul style="list-style-type: none">- Explain the concept of project management and its purpose in achieving project objectives.<p>B. Significance of Project Management:</p><ul style="list-style-type: none">- Discuss why project management is essential for successful project delivery (efficient resource utilization, meeting deadlines, managing risks, etc.).<p>C. Industry Examples:</p><ul style="list-style-type: none">- Provide examples of industries where project management is crucial (construction, IT, healthcare, etc.).<p>IV. Objectives of Project Management</p><p>A. Time Management:</p><ul style="list-style-type: none">- Discuss the importance of scheduling and meeting project deadlines.



	<p>B. Resource Management: - Explain the efficient allocation and utilization of resources to achieve project goals.</p> <p>C. Quality Management: - Highlight the need to meet quality standards and deliverables.</p> <p>D. Risk Management: - Introduce the concept of identifying, assessing, and mitigating risks throughout the project lifecycle.</p> <p>3. Exercise (5 minutes) – Icebreaker Activity: - Ask students to share their experiences with managing small projects or tasks in their personal or academic lives.</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading - https://www.apm.org.uk/resources/what-is-project-management/ Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>2. Quiz- Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.2	Course Name: Project Management Topic: The Project Life Cycle	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Understand the concept of the Project Life Cycle. b. Identify and explain the stages of the Project Life Cycle. c. Analyse the importance of each stage in managing a project effectively
Teaching Aids (if any)	a. PPT
Teaching Development	<ul style="list-style-type: none">- Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is project? Life cycle of a product? Explain that a project is a temporary endeavour with a defined beginning, middle, and end, aimed at achieving a specific goal. Introduce the concept of the Project Life Cycle, which represents the phases a project goes through from initiation to completion.- Introduce the concept of Project Life Cycle.- Stages of Project Life Cycle- Development (30 minutes)<ul style="list-style-type: none">- Define the Project Life Cycle as a series of phases or stages that a project passes through from its inception to its closure.- Highlight that understanding the Project Life Cycle helps in planning, executing, and managing projects effectively.- Discuss how projects may vary in size, complexity, and duration, but they all follow a general life cycle.- Exercise (5 minutes) – Give different use-cases and make students select appropriate projects such as: event planning, software development, construction).<ul style="list-style-type: none">- Divide the class into small groups of 5 students each.- Assign each group a different project scenario. These scenarios could be real-life examples or hypothetical situations related to various industries- Provide each group with a large sheet of paper or a designated space on the whiteboard to map out their project life cycle.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.coursera.org/in/articles/project-management-lifecycle Spend 5 minutes to wrap up and consolidate the learnings



Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- Spend 5 minutes asking questions to evaluate student assimilation of the lesson contents
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Lesson Plan No. 1.3	Course Name: Project Management Topic: Project Management: Importance, need	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. differentiate between projects and production. b. understand the need for project management in various endeavours
Teaching Aids (if any)	a. Video of Project Management b. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What do you mean by production, operation and project? What are the different types of- Introduce the concept of a project using the provided definition: "A project is a temporary endeavour undertaken to create a unique product, service, or result."- Provide examples of projects in various contexts such as construction, event planning, product development, etc.2. Development (30 minutes)<ol style="list-style-type: none">a. Differentiating Projects from Production<ul style="list-style-type: none">- discussion about the differences between projects and production.- Use the following points to guide the discussion:<ul style="list-style-type: none">- Projects are temporary and unique, while production is ongoing and repetitive.- Projects have a defined beginning and end, while production is continuous.- Projects require specific resources and expertise, while production focuses on efficiency and optimization of resources.- Use real-life examples to illustrate the differences between projects and production.b. The Need for Project Management<ul style="list-style-type: none">- Introduce the concept of project management as the discipline of planning, organizing, and managing resources to achieve specific goals within constraints such as time, budget, and scope.- Discuss the following reasons for the need for project management:<ul style="list-style-type: none">- Complexity- Risk Management- Resource Allocation- Stakeholder Communication- Provide examples of projects that faced challenges due to lack of proper project management and discuss the potential



	<p>consequences.</p> <p>- Introduce key concepts in project management such as project scope, schedule, budget, risk management, and stakeholder management.</p> <p>3. Exercise (5 minutes) – The Paper Tower Challenge</p>
Closure	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading</p> <p>- https://www.pmi.org/about/learn-about-pmi/what-is-project-management</p> <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.4	Course Name: Project Management Topic: Prerequisites for successful Project Management	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. comprehensive understanding of the prerequisites necessary for successful project management. b. articulate the importance of clear objectives, stakeholder management, effective communication, risk assessment, and resource allocation in project success.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is your understanding of project management? Can you provide examples of successful and unsuccessful projects you've encountered or heard about? Why do you think some projects succeed while others fail?2. Development (30 minutes)<ul style="list-style-type: none">Prerequisites for Successful Project ManagementA. Clear Objectives and Scope<ol style="list-style-type: none">1. Define project objectives2. Discuss the importance of establishing clear project scope3. Provide examples of well-defined objectives and scopeB. Stakeholder Identification and Management<ol style="list-style-type: none">1. Define stakeholders and their role in a project2. Discuss strategies for identifying stakeholders3. Introduce techniques for effective stakeholder managementC. Effective Communication<ol style="list-style-type: none">1. Discuss the significance of communication in project management2. Introduce communication plans and channels3. Highlight the role of effective communication in resolving conflicts and addressing issuesD. Risk Management<ol style="list-style-type: none">1. Define project risks and risk management2. Discuss the process of identifying, assessing, and mitigating risks3. Provide examples of common project risks and mitigation strategiesE. Project Team and Resources<ol style="list-style-type: none">1. Discuss the importance of building a competent project team



	<ol style="list-style-type: none">2. Highlight the role of resource allocation and management3. Introduce techniques for motivating and managing project teams3. Exercise (5 minutes) – Divide students into small groups and provide each group with a project scenario. Ask them to identify: Project objectives and scope Key stakeholders and strategies for managing their expectations Communication channels and plans Potential risks and mitigation strategies Necessary project team roles and resource allocation
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading - https://qsstudy.com/pre-requisites-successful-project-implementation3. Homework - Research and select a real-life project (from any field or industry) that experienced either remarkable success or failure. Write a brief analysis focusing on how the identified prerequisites for successful project management were applied or neglected. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.5	Course Name: Project Management Topic: Project Manager: Need, Selection and Responsibilities	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Understand the role of a project manager and its significance in project management. b. familiarize themselves with the selection process for project managers. c. outline the key responsibilities and skills required of a project manager.
Teaching Aids (if any)	a. PPT
Teaching Development	<ul style="list-style-type: none"> - Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. - Review previous class. - Discuss the importance of project managers in achieving project success. - Introduce the role and responsibilities of Project Manager. - Development (30 minutes) <ul style="list-style-type: none"> - Need for a Project Manager: <ul style="list-style-type: none"> - Define what a project manager is and their role within an organization. - Discuss why projects need dedicated management. - Present examples of projects that failed due to lack of effective project management. - Highlight the benefits of having a skilled project manager leading a project. - Selection Criteria for a Project Manager: <ul style="list-style-type: none"> - Discuss the qualifications and characteristics of an effective project manager. - Explore the importance of experience, communication skills, leadership abilities, and technical expertise. - Present case studies or scenarios where the selection of the right project manager made a significant impact on project success. - Engage students in a discussion about the selection process for project managers in different industries. - Responsibilities of a Project Manager: <ul style="list-style-type: none"> - List and explain the primary responsibilities of a project manager, such as: <ol style="list-style-type: none"> 1. Defining project scope, objectives, and deliverables. 2. Planning and scheduling project activities. 3. Resource allocation and management. 4. Risk identification and mitigation. 5. Communication and stakeholder management.



	<p>6. Monitoring project progress and performance.</p> <p>7. Ensuring project quality and compliance.</p> <ul style="list-style-type: none">- Provide real-life examples or case studies to illustrate each responsibility.- Discuss how project managers handle unexpected challenges and changes during a project lifecycle. <p>- Exercise (5 minutes) – During the discussion and activities, assess students' understanding of the need for project managers, the criteria for selecting them, and the responsibilities they hold.</p>
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading https://www.finance-ni.gov.uk/articles/roles-and-responsibilities-project-manager <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 1.5	Course Name: Project Management Topic: Project Manager: Need, Selection and Responsibilities	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Understand the role of a project manager and its significance in project management. b. familiarize themselves with the selection process for project managers. c. outline the key responsibilities and skills required of a project manager.
Teaching Aids (if any)	a. PPT
Teaching Development	<ul style="list-style-type: none"> - Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. - Review previous class. - Discuss the importance of project managers in achieving project success. - Introduce the role and responsibilities of Project Manager. - Development (30 minutes) <ul style="list-style-type: none"> - Need for a Project Manager: <ul style="list-style-type: none"> - Define what a project manager is and their role within an organization. - Discuss why projects need dedicated management. - Present examples of projects that failed due to lack of effective project management. - Highlight the benefits of having a skilled project manager leading a project. - Selection Criteria for a Project Manager: <ul style="list-style-type: none"> - Discuss the qualifications and characteristics of an effective project manager. - Explore the importance of experience, communication skills, leadership abilities, and technical expertise. - Present case studies or scenarios where the selection of the right project manager made a significant impact on project success. - Engage students in a discussion about the selection process for project managers in different industries. - Responsibilities of a Project Manager: <ul style="list-style-type: none"> - List and explain the primary responsibilities of a project manager, such as: <ol style="list-style-type: none"> 1. Defining project scope, objectives, and deliverables. 2. Planning and scheduling project activities. 3. Resource allocation and management. 4. Risk identification and mitigation. 5. Communication and stakeholder management.



	<p>6. Monitoring project progress and performance.</p> <p>7. Ensuring project quality and compliance.</p> <ul style="list-style-type: none">- Provide real-life examples or case studies to illustrate each responsibility.- Discuss how project managers handle unexpected challenges and changes during a project lifecycle. <p>- Exercise (5 minutes) – During the discussion and activities, assess students' understanding of the need for project managers, the criteria for selecting them, and the responsibilities they hold.</p>
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading https://www.finance-ni.gov.uk/articles/roles-and-responsibilities-project-manager <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.1	Course Name: Project Management Topic: Concept of strategy, Portfolio strategy	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Students will comprehend the concept of strategy and its significance in business. b. Students will analyse the importance of portfolio strategy in business management. c. Students will be able to differentiate between different types of portfolio strategies. d. Students will evaluate real-world examples to understand the application of portfolio strategy.
Teaching Aids (if any)	a. PPT
Teaching Development	<ul style="list-style-type: none">- Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions.Review previous class.Define strategy and its importance in business.Discuss the components of a good business strategy: objectives, scope, competitive advantage, and synergy.- Introduce the concept of strategy, give examples, different levels of strategies- Development (30 minutes)<ul style="list-style-type: none">Define portfolio strategy and its role in business management.Discuss the concept of portfolio management and its objectives.Explain how portfolio strategy helps in diversification and risk management.Present examples of portfolio strategies in different industries (e.g., finance, manufacturing, technology). <p>Types of Portfolio Strategies:</p> <ul style="list-style-type: none">- Introduce various types of portfolio strategies:<ol style="list-style-type: none">1. Growth strategy2. Stability strategy3. Retrenchment strategy4. Combination strategyDiscuss the characteristics, benefits, and challenges associated with each type of portfolio strategy.Facilitate a discussion on when each type of strategy is appropriate and under what circumstances. <ul style="list-style-type: none">- Exercise (5 minutes) –



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://medallionpartnersinc.com/what-are-the-3-types-of-strategies-in-strategic-management/3. Homework<ul style="list-style-type: none">- Analyse the strategies of various companies such as Apple, Samsung, etc. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.2	Course Name: Project Management Topic: Diversification decision	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- the concept of diversification decision strategy in business and finance.- understand the rationale behind diversification, its benefits, considerations, and how to apply diversification strategies effectively.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What does the term "diversification" mean to you? Why do you think diversification is important in business and finance? Can you provide examples of companies or industries that have successfully diversified?2. Development (30 minutes)<ol style="list-style-type: none">A. Define Diversification:<ol style="list-style-type: none">1. Explain the concept of diversification and its importance in risk management.2. Discuss how diversification can reduce the overall risk of a portfolio or business.B. Objectives of Diversification:<ol style="list-style-type: none">1. Identify the key objectives of diversification, including risk reduction, enhanced return potential, and stability.2. Discuss how diversification can help companies capitalize on growth opportunities and hedge against adverse market conditions.C. Factors to Consider:<ol style="list-style-type: none">1. Explore factors that influence diversification decisions, such as industry trends, market conditions, and company strengths.2. Discuss the importance of assessing correlation among assets or business units when diversifying.D. Diversification Strategies:<ol style="list-style-type: none">1. Introduce different diversification strategies, including product diversification, geographic diversification, and vertical integration.2. Discuss the pros and cons of each strategy and when they are most appropriate.3. Exercise (5 minutes) – Provide a case study or scenario involving a company considering diversification.



	Ask each group to analyse the case study, identify potential diversification opportunities, and develop a strategic plan.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading https://www.nibusinessinfo.co.uk/content/business-growth-through-diversification3. Homework<ul style="list-style-type: none">- Ask students to write a brief report summarizing the company's diversification strategy, the rationale behind it, and its outcomes. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.4	Course Name: Project Management Topic: Capital budgeting	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- concept of capital budgeting and its significance in financial decision-making.- various capital budgeting techniques, evaluate investment projects, and make informed decisions regarding long-term investments.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is capital budgeting, and why is it important for businesses? What factors should be considered when evaluating long-term investment projects? How does capital budgeting differ from day-to-day budgeting?2. Development (30 minutes)<ul style="list-style-type: none">Overview of Capital Budgeting<ol style="list-style-type: none">1. Define capital budgeting and its role in financial decision-making.2. Discuss the significance of long-term investment decisions for businesses.B. Capital Budgeting Techniques<ol style="list-style-type: none">1. Present various capital budgeting techniques, including:<ul style="list-style-type: none">- Payback Period- Net Present Value (NPV)- Internal Rate of Return (IRR)- Profitability Index (PI)2. Explain the strengths and limitations of each technique.C. Evaluation Criteria for Investment Projects<ol style="list-style-type: none">1. Discuss the factors that influence investment decisions, such as:<ul style="list-style-type: none">- Project size and duration- Cash flow projections- Risk and uncertainty2. Emphasize the importance of considering the time value of money.D. Real Options in Capital Budgeting<ol style="list-style-type: none">1. Introduce the concept of real options and its application in capital budgeting.2. Discuss how real options analysis can enhance decision-making in uncertain environments.3. Exercise (5 minutes) –



	<p>A. Divide students into small groups.</p> <p>B. Distribute sample investment project scenarios or case studies.</p> <p>C. Instruct each group to:</p> <ol style="list-style-type: none">1. Analyse the provided scenarios using capital budgeting techniques discussed in class.2. Calculate relevant financial metrics such as NPV, IRR, and payback period.3. Evaluate the investment projects based on their financial viability and strategic alignment. <p>D. Encourage groups to discuss their findings and rationale for investment decisions.</p>
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://cleartax.in/s/capital-budgeting3. Homework<ul style="list-style-type: none">- Solving additional practice problems on capital budgeting techniques. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.5	Course Name: Project Management Topic: Generation & screening of Project Ideas: Monitoring the environment	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- process of generating and screening project ideas, with a focus on monitoring the environment.- understand the importance of environmental monitoring in project management, be able to identify relevant objectives and questions, and apply techniques for generating and screening project ideas.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions.- Define the concept of environmental monitoring in project management- Discuss the importance of monitoring the environment for project success2. Development (30 minutes)<ol style="list-style-type: none">A. Present examples of objectives related to environmental monitoring in project managementB. Discuss the importance of setting clear objectives for environmental monitoringC. Introduce key questions to consider when monitoring the environment:<ol style="list-style-type: none">1. What are the external factors that could impact the project?2. How can we gather relevant data about the external environment?3. What tools and techniques can we use to analyse environmental data?<ol style="list-style-type: none">A. Explore techniques for generating project ideas based on environmental monitoring:<ol style="list-style-type: none">1. SWOT analysis (Strengths, Weaknesses, Opportunities, Threats)2. PESTEL analysis (Political, Economic, Social, Technological, Environmental, Legal)3. Stakeholder analysisB. Discuss the importance of creativity and innovation in generating project ideasC. Provide examples and case studies illustrating successful projects derived from environmental monitoring3. Exercise (5 minutes) – Assign students to conduct a SWOT or PESTEL analysis for a project or organization of their choice



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading - https://theintactone.com/2023/01/05/generation-screening-of-project-idea/ <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.6	Course Name: Project Management Topic: Tools for identifying investment opportunities, scouting project ideas	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- equip themselves with the necessary tools for identifying investment opportunities and scouting project ideas effectively.- understand the process of evaluating potential projects, setting clear objectives, asking critical questions, and engaging in practical exercises to enhance their skills.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- introduce the topic of identifying investment opportunities and scouting project ideas.- Discuss the importance of recognizing viable investment opportunities in various sectors.2. Development (30 minutes)<ul style="list-style-type: none">- Tools for Identifying Investment Opportunities<ol style="list-style-type: none">A. Market Research<ol style="list-style-type: none">1. Discuss the significance of market research in identifying investment opportunities.2. Introduce tools and techniques for conducting market research, such as SWOT analysis, PESTEL analysis, and industry reports.B. Industry Trends and Analysis<ol style="list-style-type: none">1. Highlight the importance of staying updated on industry trends.2. Discuss methods for analysing industry trends, including competitor analysis and trend forecasting.- Scouting Project Ideas with Objectives<ol style="list-style-type: none">A. Defining Clear Objectives<ol style="list-style-type: none">1. Explain the importance of setting clear objectives for projects.2. Provide examples of SMART (Specific, Measurable, Achievable, Relevant, Time-bound) objectives.B. Identifying Project Ideas<ol style="list-style-type: none">1. Encourage students to brainstorm potential project ideas individually or in small groups.2. Discuss criteria for evaluating project ideas, such as feasibility, scalability, and alignment with organizational goals.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading



	<p>- https://indieseducation.com/all-about-generation-and-screening-of-a-project-idea/</p> <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 2.7	Course Name: Project Management Topic: Project Rating Index & Net Present Value	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none">- Understand the concepts of Project Rating Index (PRI) and Net Present Value (NPV) as essential tools for evaluating the feasibility and profitability of projects.- calculate PRI and NPV, interpret their results, and understand their significance in project decision-making.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Engage students with a thought-provoking question: "How do businesses decide whether to invest in a project or not?"<ul style="list-style-type: none">- Discuss the importance of financial analysis in project decision-making.- Introduce the concepts of Project Rating Index (PRI) and Net Present Value (NPV) as tools for evaluating project feasibility and profitability.2. Development (30 minutes)<ol style="list-style-type: none">A. Project Rating Index (PRI)<ul style="list-style-type: none">- 1. Define Project Rating Index (PRI) and its significance.- 2. Explain the formula for calculating PRI: $PRI = \frac{\text{Present Value of Benefits}}{\text{Present Value of Costs}}$.- 3. Provide examples of PRI calculations for different projects.B. Net Present Value (NPV)<ul style="list-style-type: none">- 1. Define Net Present Value (NPV) and its importance in investment decisions.- 2. Discuss the concept of discounting and time value of money.- 3. Explain the formula for calculating NPV: $NPV = \text{Present Value of Cash Inflows} - \text{Present Value of Cash Outflows}$.- 4. Demonstrate NPV calculations using examples.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading https://www.ecosys.net/blog/project-selection-prioritization-guide/3. Homework



	<p>- Assign a set of additional problems or case studies related to PRI and NPV calculations.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.2. Quiz- <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.1	Course Name: Project Management Topic: Market Survey	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> a. Understand the importance of market surveys in demand and risk analysis for projects. b. understand the purpose of market surveys, how to conduct them effectively, and how they contribute to mitigating risks and identifying opportunities in project planning.
Teaching Aids (if any)	<ol style="list-style-type: none"> a. PPT
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. What is market survey Have you done market survey in marketing What is its purpose. - Introduce the concept of market survey - What is the significance of understanding market demand in project management? - How can market surveys help in identifying potential risks and opportunities? - Can you think of any examples where market surveys played a crucial role in project success? 2. Development (30 minutes) <ol style="list-style-type: none"> A. Define the concept of market survey B. Discuss the importance of market surveys in project management and risk analysis C. Present the objectives of the lesson I. Development of Market Survey <ol style="list-style-type: none"> A. Understanding Market Demand <ol style="list-style-type: none"> 1. Define market demand and its importance in project planning 2. Discuss techniques for assessing market demand, such as surveys, interviews, and data analysis B. Identifying Risks and Opportunities <ol style="list-style-type: none"> 1. Explain how market surveys can help identify potential risks and opportunities in project execution 2. Discuss the role of market trends, customer preferences, and competitor analysis in risk assessment II. Conducting a Market Survey <ol style="list-style-type: none"> A. Designing the Survey <ol style="list-style-type: none"> 1. Discuss the key elements of a market survey, including objectives, target audience, and questions 2. Provide examples of effective survey questions and formats



	<p>B. Collecting and Analysing Data</p> <ol style="list-style-type: none">1. Explore methods for collecting survey responses, such as online surveys, interviews, and focus groups2. Demonstrate techniques for analysing survey data and extracting meaningful insights3. Exercise (5 minutes) – Organize students into smaller teams, offer a theoretical project scenario, task each group with crafting a tailored market survey, prompt them to identify potential risks and opportunities from the survey results, and facilitate presentations of their survey designs with the class. <p>Use Google form to collect responses and discuss the answers.</p>
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading - https://www.investopedia.com/terms/m/market-research.asp <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.2	Course Name: Project Management Topic: Demand Forecasting: Need and Techniques: Jury Opinion Method	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. To understand the importance of demand forecasting. b. To explore the Jury Opinion Method as a forecasting technique. c. To practice applying the Jury Opinion Method in a simulated scenario.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Ask questions. Why is demand forecasting essential for businesses?Define demand forecasting and its significance in business operations.Development (30 minutes)<ol style="list-style-type: none">Understanding Demand Forecasting Define demand forecasting and its significance in business operations. Discuss the reasons for the necessity of demand forecasting (e.g., market volatility, changing consumer preferences, economic factors). Introduce different demand forecasting techniques.Exploring the Jury Opinion Method Explain the Jury Opinion Method as a qualitative forecasting technique. Describe the process of conducting a jury opinion forecast, including selecting a diverse group of experts, facilitating discussions, and aggregating opinions. Highlight the advantages and limitations of the Jury Opinion MethodExercise (5 minutes) – Applying the Jury Opinion Method<ul style="list-style-type: none">Divide the class into groups.Present a case study or scenario related to demand forecasting for a specific product or service.Each group will act as a "jury" and conduct a jury opinion forecast based on the provided information.Encourage groups to discuss factors influencing demand, potential market trends, and uncertainties.Groups will present their forecasts and rationale to the class
Closure	<ol style="list-style-type: none">Summarize the Lesson Learning Outcomes and get affirmation from students on these.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- https://www.netsuite.com/portal/resource/articles/inventory-management/demand-forecasting.shtml <p>3. Homework</p> <ul style="list-style-type: none">- Assign students to research and find a real-world example where the Jury Opinion Method or a similar qualitative forecasting technique was used <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.3	Course Name: Project Management Topic: Demand Forecasting: Techniques: Delphi Method	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. simulate the process of the Delphi Method b. understand its application in demand forecasting.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. Why is demand forecasting essential for businesses?- Define demand forecasting and its significance in business operations.2. Development (30 minutes)<ol style="list-style-type: none">a. Define the Delphi Method: Explain that it is a structured communication technique used to gather and consolidate the opinions of experts in a particular field.b. Discuss the steps involved in the Delphi Method:c. Selection of experts.d. Iterative rounds of surveys or questionnaires.e. Feedback and controlled communication.f. Consensus building.g. Highlight the benefits of using the Delphi Method for demand forecasting, such as reducing bias and leveraging collective expertise.3. Exercise (5 minutes) – Applying the Delphi Method:<ul style="list-style-type: none">- Divide students into groups and provide them with a case study or scenario involving demand forecasting for a specific product or service.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.netsuite.com/portal/resource/articles/inventory-management/demand-forecasting.shtml3. Homework<ul style="list-style-type: none">- Assign students the task of researching real-world examples or case studies where the Delphi Method has been applied in demand forecasting. They should summarize the findings and discuss the effectiveness of the Delphi Method in those scenarios. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>



Evaluation	<p>1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 3.4	Course Name: Project Management Topic: Technical Analysis: Concept and Components	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Understand the concept and components of technical analysis in financial markets. b. interpret charts, patterns, and indicators commonly used in technical analysis.
Teaching Aids (if any)	a. PPT
Teaching Development	<p>Introduction (5 minutes)</p> <ul style="list-style-type: none">- Ask questions. What do you think technical analysis is, and how might it differ from fundamental analysis in financial markets?- Define technical analysis as the study of past market data, primarily price and volume, to forecast future price movements.- Discuss the underlying assumption that historical price movements tend to repeat or reflect market psychology and trends. <p>Development (30 minutes)</p> <ol style="list-style-type: none">technical analysis as the study of past market data, primarily price and volume, to forecast future price movements.Discuss the underlying assumption that historical price movements tend to repeat or reflect market psychology and trends.Charts and Patterns:<ul style="list-style-type: none">- Introduce students to different types of charts (e.g., line charts, bar charts, candlestick charts).- Explain common chart patterns such as head and shoulders, triangles, flags, and pennants.Technical Indicators:<ul style="list-style-type: none">- Discuss various technical indicators like moving averages, Relative Strength Index (RSI), Moving Average Convergence Divergence (MACD), and Bollinger Bands.- Explain how these indicators are used to identify trends, momentum, and overbought/oversold conditions in the market. <p>3. Exercise (5 minutes) –</p> <ul style="list-style-type: none">- Provide students with sample price charts and ask them to identify patterns and apply technical indicators to predict future price movements.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://walkingtree.tech/basics-components-of-technical-analysis/



	<p>3. Homework</p> <ul style="list-style-type: none">- Assign students to analyse a set of price charts and identify patterns using technical analysis techniques learned in class. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3.5	Course Name: Project Management Topic: Risk Analysis.: Sources, measures	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Understand the concept of risk analysis in project management. b. Identify sources of risk in projects. c. Learn measures and strategies for managing risks effectively.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. Why is it important to identify risks in a project early on? How can effective risk analysis contribute to project success? What are some common sources of risk in project management? - Introduce the concept of risk and its significance in project management. - Discuss why it's essential to identify, assess, and mitigate risks in projects. - Highlight the importance of risk analysis for project success and stakeholder satisfaction. 2. Development (30 minutes) <ol style="list-style-type: none"> a. Sources of Risks <ul style="list-style-type: none"> - Present common sources of risks in project management: - External factors (e.g., market conditions, legal regulations) - Internal factors (e.g., resource constraints, team dynamics) - Technical factors (e.g., technology failures, scope creep) - Environmental factors (e.g., weather conditions, natural disasters) b. Measures in Risk Analysis <ul style="list-style-type: none"> - Introduce methods and measures used in risk analysis: - Risk Identification: Brainstorming, checklists, SWOT analysis - Risk Assessment: Probability-impact matrix, risk scoring techniques - Risk Mitigation: Risk avoidance, risk transfer, risk reduction, risk acceptance - Provide examples and case studies to illustrate each measure. - Discuss the importance of continuous monitoring and reassessment throughout the project lifecycle. 3. Exercise (5 minutes) – Risk Analysis in Practice



	<ul style="list-style-type: none">- Divide students into small groups.- Provide each group with a sample project scenario or case study.- Instruct students to:<ul style="list-style-type: none">- Identify potential risks associated with the project.- Assess the likelihood and impact of each identified risk.- Develop a risk mitigation plan outlining strategies to address the identified risks.- Circulate among groups to provide guidance and clarification as needed.- Allocate time for each group to present their findings and mitigation plans to the class.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.indeed.com/career-advice/career-development/risk-analysis-project-management3. Homework<ul style="list-style-type: none">- Assign students the task of conducting risk analysis for a real-life project of their choice.- Instruct them to document the identified risks, assess their likelihood and impact, and propose appropriate risk mitigation strategies. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No.4.1	Course Name: Project Management Topic: Financial Analysis: Cost of project	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. To introduce students to the concept of financial analysis in project management. b. To enable students to understand the components involved in determining the cost of a project. c. To provide students with practical exercises to calculate and analyse project costs.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What do you mean by Debt, equity What are the Different Capital Structures.- Introduce the concept of financial analysis and its importance in project management.- Talk about Debt, equity.2. Development (30 minutes)<ol style="list-style-type: none">a. Discuss the significance of accurate cost estimation in project planning and execution.<ul style="list-style-type: none">- Highlight common cost components in project management (e.g., labour, materials, equipment, overhead).b. Understanding Cost of Project<ul style="list-style-type: none">- Break down the elements of the cost of a project: direct costs, indirect costs, fixed costs, variable costs, etc.- Explain the difference between fixed and variable costs and their relevance to project budgeting.c. Cost of Debt<ul style="list-style-type: none">- Different approaches to finding cost of debt.- Illustrate it with an example.d. Cost of Preference<ul style="list-style-type: none">- Different approaches to finding cost of debt.- Illustrate it with an example.3. Exercise (5 minutes) – Numerical to be done.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.indeed.com/career-advice/career-development/project-cost-analysis3. Homework<ul style="list-style-type: none">- Provide students with additional project scenarios or case



	studies to analyse and estimate project costs independently. Spend 5 minutes to wrap up and consolidate the learnings
Evaluation	1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss. Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No.4.2	Course Name: Project Management Topic: Financial Analysis: Cost of project	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. To introduce students to the concept of financial analysis in project management. b. To enable students to understand the components involved in determining the cost of a project. c. To provide students with practical exercises to calculate and analyse project costs.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. Review the previous class. What do you mean by Debt, equity What are the Different Capital Structures.- Introduce the concept of financial analysis and its importance in project management.- Talk about Debt, equity.2. Development (30 minutes)<ol style="list-style-type: none">a. Discuss the significance of accurate cost estimation in project planning and execution.<ul style="list-style-type: none">- Highlight common cost components in project management (e.g., labour, materials, equipment, overhead).b. Understanding Cost of Project<ul style="list-style-type: none">- Break down the elements of the cost of a project: direct costs, indirect costs, fixed costs, variable costs, etc.- Explain the difference between fixed and variable costs and their relevance to project budgeting.c. Cost of Equity<ul style="list-style-type: none">- Different approaches to finding cost of equity- CAPM approach its various assumptions.- Illustrate it with an example.- Other approaches:d. Bond Yield plus risk premium approach<ul style="list-style-type: none">- Numericalse. The Dividend Growth Model Approach<ul style="list-style-type: none">- The various assumptions underlying the method.- Formulae- Numericals to be done.f. Earnings- Price Ratio Approach<ul style="list-style-type: none">- Numericals to be done.3. Exercise (5 minutes) – Numerical to be done.



Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.indeed.com/career-advice/career-development/project-cost-analysis3. Homework<ul style="list-style-type: none">- Provide students with additional project scenarios or case studies to analyse and estimate project costs independently. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No.4.3	Course Name: Project Management Topic: Financial Analysis: Cost of project: Weighted average cost of capital	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. understand the concept of weighted cost of capital (WACC) and its importance in project management decisions. b. calculate WACC and apply it to evaluate the financial feasibility of projects.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions.Review the previous class.What do you mean by Debt, equityWhat are the Different Capital Structures.- Introduce the concept of financial analysis and its importance in project management.- Talk about Debt, equity.2. Development (30 minutes)<ol style="list-style-type: none">a. Define WACC:<ul style="list-style-type: none">- Explain that WACC is the average rate of return a company is expected to pay to its investors. It reflects the cost of raising funds for a firm's projects.- Discuss the components of WACC: Cost of equity, cost of debt, and the proportion of equity and debt in the firm's capital structure.- Understanding weighted average cost of capitalb. Calculating WACC<ul style="list-style-type: none">- Break down the formula for WACC- Illustrate each component with examples.- Provide a sample company's financial data for students to calculate WACC together.c. Importance of WACC in Project Management<ul style="list-style-type: none">- Discuss the significance of WACC in project evaluation and selection.- Explain how WACC is used as a discount rate to assess the feasibility of investment projects.- Emphasize that projects with returns higher than WACC are considered profitable.3. Exercise (5 minutes) – Numerical to be done.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading



	<ul style="list-style-type: none">- https://corporatefinanceinstitute.com/resources/valuation/what-is-wacc-formula/ <p>3. Homework</p> <ul style="list-style-type: none">- Calculate the WACC for a provided company using its financial statements. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No.4.4	Course Name: Project Management Topic: Financial Analysis: Cost of project: Weighted average cost of capital	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. understand the concept of weighted cost of capital (WACC) and its importance in project management decisions. b. calculate WACC and apply it to evaluate the financial feasibility of projects.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions.Review the previous class.What do you mean by Debt, equityWhat are the Different Capital Structures.- Introduce the concept of financial analysis and its importance in project management.- Talk about Debt, equity.2. Development (30 minutes)<ol style="list-style-type: none">a. Define WACC:<ul style="list-style-type: none">- Introduce the concept of weighted marginal cost of capital (WMCC) as a tool for evaluating the cost of capital for specific projects.- Explain the components of WMCC, including the cost of debt, cost of equity, and the weight of each capital component.b. Flotation cost and cost of capital<ul style="list-style-type: none">- Discuss the types of flotation costs: underwriting fees, legal fees, registration fees, etc.- Use examples to illustrate how flotation costs impact the cost of capital for a company.- Show formulas for calculating flotation costs.c. Discuss the factors affecting WACC<ul style="list-style-type: none">- Market conditions (interest rates, risk premiums)- Company-specific factors (capital structure, tax rate)- Project risk (industry risk, business risk, financial risk)- Cost of equity (beta, risk-free rate, market risk premium)- Cost of debt (interest rates, credit rating)d. Misconceptions surrounding Cost of Capital<ul style="list-style-type: none">- Emphasize misconceptions related to calculation methods, risk assessment, and the relationship between cost of capital and project viability.e. Exercise (5 minutes) – Numerical to be done.
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation



	<p>from students on these.</p> <ol style="list-style-type: none">2. Suggested Reading<ul style="list-style-type: none">- https://corporatefinanceinstitute.com/resources/valuation/what-is-wacc-formula/3. Homework<ul style="list-style-type: none">- Distribute the homework assignment sheet outlining a scenario where students need to analyze the cost of capital for a different project. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No.4.5	Course Name: Project Management Topic: Cost of Production	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. To understand the concept of cost of production in project management. b. To analyse different cost components involved in project production. c. To apply financial analysis techniques to evaluate project costs effectively.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">Introduction (5 minutes)<ul style="list-style-type: none">Ask questions. Review the previous class. What do you mean by Debt, equity What are the Different Capital Structures.Introduce the concept of cost of production in project management.Discuss why understanding cost of production is critical in project planning and execution.Explain the importance of accurate cost estimation for successful project management. <ol style="list-style-type: none">Development (30 minutes)<ol style="list-style-type: none">Components of Cost of Production<ul style="list-style-type: none">Break down the different components of production costs:<ul style="list-style-type: none">Direct Costs (materials, labour, equipment)Indirect Costs (overhead, utilities, administrative expenses)Fixed Costs vs. Variable CostsFinancial Analysis Techniques<ul style="list-style-type: none">Introduce financial analysis techniques used in evaluating project costs:<ul style="list-style-type: none">Break-even analysisCost-volume-profit analysisReturn on Investment (ROI)Net Present Value (NPV)Internal Rate of Return (IRR)Explain how these techniques help in decision-making and project evaluation.Exercise (5 minutes) – Numerical to be done.
Closure	<ol style="list-style-type: none">Summarize the Lesson Learning Outcomes and get affirmation from students on these.Suggested Reading https://www.indeed.com/career-advice/career-development/cost-of-



	<p>production</p> <p>3. Homework Assign numerical where students are required to research and analyse a real-world project's cost structure.</p> <ul style="list-style-type: none">- Instruct them to identify the various cost components, estimate their magnitudes, and propose strategies for cost optimization or reduction. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, Why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.9	Course Name: Project Management Topic: Capital structure	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Understand the concept of capital structure and its significance in project management. Analyse different components of capital structure and their impact on project financing. Apply financial analysis techniques to evaluate capital structure decisions in project management.
Teaching Aids (if any)	<ol style="list-style-type: none"> PPT
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <ul style="list-style-type: none"> What are the different financing decisions. What are the different capital structures. Introduce the concept capital structure and its relevance in project management Highlight various investment decisions such as operating, financing and investment decisions. Development (30 minutes) <ol style="list-style-type: none"> Capital Structure <ul style="list-style-type: none"> Define capital structure and its relevance in project management. Discuss the importance of balancing debt and equity financing. Explain how capital structure decisions impact risk and return for projects. Components of Capital Structure <ul style="list-style-type: none"> Break down the components of capital structure: Debt, Equity, and Hybrid Financing. Discuss the characteristics, advantages, and disadvantages of each component. Illustrate examples of companies with different capital structures. Difference between equity and Debt Exercise (5 minutes) – Numerical.
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> https://corporatefinanceinstitute.com/resources/accounting/capital-structure-overview/ Homework



	<ul style="list-style-type: none">- Provide a homework assignment where students research and analyse the capital structure from a case study-Murphy Stores: Capital Projects. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.10	Course Name: Project Management Topic: Capital structure	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Understand the concept of capital structure and its significance in project management. b. Analyse different components of capital structure and their impact on project financing. c. Apply financial analysis techniques to evaluate capital structure decisions in project management.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What are the different financing decisions. What are the different capital structures.- Introduce the concept capital structure and its relevance in project management- Highlight various investment decisions such as operating, financing and investment decisions.2. Development (30 minutes)<ol style="list-style-type: none">a. Capital Structure<ul style="list-style-type: none">-Define capital structure and its relevance in project management.-Discuss the importance of balancing debt and equity financing.-Explain how capital structure decisions impact risk and return for projects.b. Key factors in determining the Debt- equity ratio<ul style="list-style-type: none">-Cost-Nature of assets-Business risk-Norms of lenders-Control considerations-Market conditionsc. Checklist for the hybridisation of equity and debt.3. Exercise (5 minutes) – Numerical.
Closure	<ol style="list-style-type: none">1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.2. Suggested Reading<ul style="list-style-type: none">- https://www.geeksforgeeks.org/factors-affecting-the-choice-of-capital-structure/3. Homework<ul style="list-style-type: none">- Provide a homework assignment where students research and



	<p>analyse the capital structure from a case study-Encana Corporation: The Cost of Capital.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.11	Course Name: Project Management Topic: Sources of finance	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. Understand the various sources of finance available for project management. b. Analyse the advantages and disadvantages of different sources of finance. c. Apply financial analysis techniques to evaluate the feasibility of project financing options.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is debt, equity, preference share, bonds, term loans. Can you provide an example of each.- Introduce different sources of finance- Discuss the significance of choosing appropriate sources of finance for projects.2. Development (30 minutes)<ol style="list-style-type: none">a. Project Financing<ul style="list-style-type: none">-Define project finance and its importance in project management.-Present different sources of finance such as equity financing, debt financing, internal accruals, venture capital, crowdfunding, etc.b. Sources of financing<ul style="list-style-type: none">-Internal accruals.-Securities: Equity, Preference, Bonds.-Term loans.-Working Capital advances.-Miscellaneous Sources.c. Sources of Capital<ul style="list-style-type: none">-Public and private sources.-Typical pattern of financing.d. In-depth analysis of each source of financing<ul style="list-style-type: none">-Discuss the advantages and disadvantages of each source.-Use real-life examples to illustrate the application of each source.3. Exercise (5 minutes) – Numerical.
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.



	<ol style="list-style-type: none">2. Suggested Reading<ul style="list-style-type: none">- https://www.geeksforgeeks.org/what-are-the-different-sources-of-finance/3. Homework<ul style="list-style-type: none">- Provide a homework assignment where students research and analyse the capital structure from a case study-Goats: The Green Alternative. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<ol style="list-style-type: none">1. Reflective Questions (What, why, Who?). Allow students to answer and discuss. <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 4.12	Course Name: Project Management Topic: Project Financing Structures; Financial Closure	Course No.: BBA-601
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Objectives	At the end of the lesson the student shall be able to: a. understand the concepts of project financing structures, including full resource and limited resource structures. b. comprehend the process of financial closure in project management. c. Distinguish between full and a limited recourse structure.
Teaching Aids (if any)	a. PPT
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)<ul style="list-style-type: none">- Ask questions. What is debt, equity, preference share, bonds, term loans. Can you provide an example of each.- Introduce different sources of finance- Discuss the significance of choosing appropriate sources of finance for projects.2. Development (30 minutes)<ol style="list-style-type: none">a. Project Financing Structures<ul style="list-style-type: none">-Define project financing and its importance in large-scale projects.-Explain the concept of project financing structures.-Introduce full resource structure and limited resource structure.b. Full Resource Structure vs. Limited Resource Structure<ul style="list-style-type: none">-Discuss the characteristics and components of each structure.-Illustrate examples and case studies to highlight the differences.-Highlight the advantages and disadvantages of each structure.c. Financial Closure in Project Management<ul style="list-style-type: none">-Define financial closure and its significance in project management.-Discuss the key steps involved in achieving financial closure: Securing funding commitments -Completing legal and financial documentation -Finalizing contracts with stakeholders -Meeting regulatory requirements -Explain the role of stakeholders in the financial closure process.3. Exercise (5 minutes) – Numerical.
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- https://ppp.worldbank.org/public-private-partnership/finance-structures-ppp <p>3. Homework</p> <ul style="list-style-type: none">- Provide a homework assignment where students research and analyse the capital structure from a case study-Goats: The Green Alternative. <p>Spend 5 minutes to wrap up and consolidate the learnings</p>
Evaluation	<p>1. Reflective Questions (What, why, Who?). Allow students to answer and discuss.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>