

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2022-23 (01.02.2023 to 26.05.2023)

Name of Teacher...Mukta Sharma.....

Subject ...Geography of Tourism , Transport Management, Economics, Salesmanship

Week	Date	Class ...BTM 1st year.....	Class ...BTM 1st year.....	Class ...BTM Final Year.....	Class ...BTM Final Year.....
		Semester ...2nd.....	Semester ...2nd.....	Semester ...6th.....	Semester ...6th.....
	01.02.2023	Bridge Course	Bridge Course	Bridge Course	Bridge Course
	02.02.2023	Brief Introduction of Continents & Oceans	Transportation as Important element	Concept of Economics	Sales Management Concept...
	03.02.2023	Brief Introduction of Continents & Oceans	History of transportation	Concept of Economics	Sales Management Concept...
	04.02.2023	Brief Introduction of Continents & Oceans	History of transportation	Relevance to tourism	Sales Management Concept...
	06.02.2023	Brief Introduction of Continents & Oceans	The physiographic & Socio Economic factors	Relevance to tourism	Personal Selling Concept and Imp.
	07.02.2023	Elements of Weather and climate	The physiographic & Socio Economic factors	Nature of demand	Personal Selling Concept and Imp.
	08.02.2023	Elements of Weather and climate	The physiographic & Socio Economic factors	Nature of demand	Personal Selling Concept and Imp.
	09.02.2023	Climate zones of world	Test of concept	Factors influencing tourism demand	Personal Selling process
	10.02.2023	Climate zones of world	Test of History	Factors influencing tourism demand	Personal Selling process
	11.02.2023	Climate zones of world	Test of factors	Economic determinants of Tourism demand	Theories of selling
	13.02.2023	Climate zones of world	Airlines and Tourism	Economic determinants of Tourism demand	Theories of selling
	14.02.2023	Natural vegetation of the world	Airlines and Tourism	Test of Concept and Relevance	Theories of selling
	15.02.2023	Natural vegetation of the world	History of Airlines	Test of Nature of demand	Test of Sales Management
	16.02.2023	Main tourist activities	History of Airlines	Test of factors	Test of personal selling concept
	17.02.2023	Test of brief introduction	IATA	Price and Income elasticity of demand	Test of personal selling process
	18.02.2023	Maha Shivratri			
	20.02.2023	Test of Elements	IATA	Price and Income elasticity of demand	Test of Theories of selling

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	21.02.2023	Test of Natural vegetation	IATA	Trends in tourism demand	Sales Management Challenges in Tourism
	22.02.2023	Test of Climate zones	DGCA	Test of economic determinants	Sales Management Challenges in Tourism
	23.02.2023	Map Reading	DGCA	Test of price and Income elasticity of demand	Test of sales Management challenges
	24.02.2023	GMT	DGCA	Tourism and development and national economy	Sales planning
	25.02.2023	International Date Line	Air India	Tourism and development and national economy	Sales Planning
	27.02.2023	Test of GMT and IDL	Air India	Globalization	Sales Planning
	28.02.2023	Asia	Private Airlines	Globalization	Sales Planning
	01.03.2023	Asia	Private Airlines	Liberalization	Sales planning
	02.03.2023	Case study - Japan	Private Airlines	Liberalization	Sales Forecasting
	03.03.2023	Japan	Private Airlines	Privatization	Sales Forecasting
	04.03.2023	Revision	Test of concept	Privatization	Sales Forecasting
	05.03.2023 to 12.03.2023			Holi Vacations	
	13.03.2023	Revision	Test of History of Airlines	Test of Tourism development and national economy	Presentation
	14.03.2023	Revision	Test of IATA	Test of Globalization	Presentation
	15.03.2023	Revision	Test of DGCA	Test of Liberalization	Presentation
	16.03.2023	Singapore	Test of Air India	Test of Privatization	Presentation
	17.03.2023	Singapore	Test of private airlines	Impact of policies on Tourism	Sales Budgeting
	18.03.2023	Sri Lanka	Role of airlines	FDI in tourism	Sales Budgeting
	20.03.2023	Sri Lanka	Role of Airlines	FDI in tourism	Sales organisation
	21.03.2023	Saudi Arabia	Water transport	Trends and Implications	Sales organisation
	22.03.2023	Saudi Arabia	Water transport	Trends and Implications	Sales organisation
	23.03.2023	Shaheedi Diwas		Shaheedi Diwas	
	24.03.2023	Sessional	Cruise ships	Test of FDI	SO Structure
	25.03.2023	Europe	Cruise ships	Market Structure	SO Structure
	27.03.2023	Europe	Role of Water transport	Tourism Supply	Organization for Global Sales
	28.03.2023	France	Test of role of airlines	Tourism Supply	Organization for Global Sales
	29.03.2023	France	Test of water transport	Elasticity of Supply	Determining Size of Sales force
	30.03.2023	Ram Navmi			

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		Semester ...2nd.....	Semester ...2nd.....	Semester ...6th.....	Semester ...6th.....
	31.03.2023	UK	Test of cruise ships	Integration in Tourism supply	Determining Size of Sales force
	01.04.2023	UK	Test of role of water transport	Supply trends	Test of sales planning
	03.04.2023	Switzerland	Discussion	Sessional	Test of Sales Forecasting
	04.04.2023	Mahavir Jayanti		Mahavir Jayanti	
	05.04.2023	Switzerland	Presentation	Test of Tourism Supply	Test of Sales Budgeting
	06.04.2023	Presentation	Presentation	Test of Elasticity of Supply	Test of SO
	07.04.2023	Presentation	Presentation	Presentation	Test of SOS
	08.04.2023	Presentation	Presentation	Presentation	Test of organization for global sales
	10.04.2023	Test of Asia	Sessional	Presentation	Test of determining Size..
	11.04.2023	Test of Japan	Surface transport	Presentation	Managing the sales force
	12.04.2023	Test of Singapore	Surface transport	Employment and Income creation	Managing the sales force
	13.04.2023	Test of Sri lanka	Coaches	Employment and Income creation	Managing the sales force
	14.04.2023	Vaisakhi/Dr. B.R. Ambedkar Jayanti		Vaisakhi/Dr. B.R. Ambedkar Jayanti	
	15.04.2023	Test of Saudi Arabia	Coaches	Employment and Income creation	Managing the sales force
	17.04.2023	Test of France	Car Rental System	Employment and Income creation	Managing the sales force
	18.04.2023	Test of UK	Car Rental System	Tourism Multiplier	Sessional
	19.04.2023	Test of Switzerland	Roads System in India	Tourism Multiplier	Territory and Quota Management
	20.04.2023	Spain	Roads System in India	Tourism Multiplier	Territory and Quota Management
	21.04.2023	Spain	Role of surface transport	Test of Employment& IC	Territory and Quota Management
	22.04.2023	Id-Ul-Fitr/Parshuram Jayant		Id-Ul-Fitr/Parshuram Jayant	
	24.04.2023	Test of Spain	Discussion	Test of tourism Multiplier	Time Management
	25.04.2023	Presentation	Presentation	Balance of Payment	Time Management
	26.04.2023	Presentation	Presentation	Balance of Payment	Sales Quota
	27.04.2023	Presentation	Railway and Tourism	Balance of Payment	Sales Quota
	28.04.2023	Presentation	History of Railway	Foreign exchange	Presentation
	29.04.2023	USA	Special Trains	Foreign exchange	Presentation
	01.05.2023	USA	Special Trains	Sessional	Test of managing Sales force

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		Semester ...2nd.....	Semester ...2nd.....	Semester ...6th.....	Semester ...6th.....
	02.05.2023	Australia	Special Trains	Queries	Test of Territory & QM
	03.05.2023	Australia	Special Trains	visible and invisible trade	Test of Time Management
	04.05.2023	South Africa	Different packages	visible and invisible trade	Test of Sales Quota
	05.05.2023	South Africa	Different packages	visible and invisible trade	Control process
	06.05.2023	Sessional	Problems of Indian Railway	Cost Concept	Control process
	08.05.2023	Discussion	Problems of Indian Railway	Cost Concept	Cost and profitability
	09.05.2023	Test of USA	Sessional	Types of costs	Cost and profitability
	10.05.2023	Test of South Africa	Presentation	Types of costs	Managing the sales force
	11.05.2023	Test of Australia	Presentation	Test of BOP	Evaluating Sales force
	12.05.2023	Presentation	Presentation	Test of Foreign Exchange	Evaluating Sales force
	13.05.2023	Presentation	Presentation	Test of visible & IT	Ethical issues
	15.05.2023	Presentation	Role of Railways	Test of Cost Concept	Role of IT in sales
	16.05.2023	Presentation	Role of Railways	Test of types of Cost	Presentation
	17.05.2023	Discussion	Discussion	Tourism Taxation	Presentation
	18.05.2023	Queries	Queries	Tourism Taxation	Test of control process
	19.05.2023	Map Reading	Test of Car rental, Coaches	Revision	Test of cost and profitability
	20.05.2023	Test of Map Reading	Test of Road system	Revision	Test of Managing sales force
	22.05.2023	Maharan Partap Jayanti		Maharan Partap Jayanti	
	23.05.2023	Revision	Test of Railways and special Trains	Test of Tourism Taxation	Revision
	24.05.2023	Revision	Test of packages,role and problems	Revision	Revision
	25.05.2023	Revision	Revision	Revision	Revision
	26.05.2023	Revision	Revision	Revision	Revision

Dayanand Mahila Mahavidyalaya, Kurukshetra**Lesson Plan (Even Semester)****Session 2022-23 (01.02.2023 to 26.05.2023)****Name of Teacher Manisha****Subject Tourism**

Week	Date	Class BTM 1st	Class BTM 1st
		Semester 2nd	Semester 2nd
	01.02.2023	Tourism Documentation	Haryana Tourism
	02.02.2023	General History of Passport	Geographical and Historical background of Haryana
	03.02.2023	Continue this topic	Continue this topic
	04.02.2023	VISA	Continue this topic
	06.02.2023	VISA and other formalities in different parts of world and India	Continue this topic
	07.02.2023	Continue this topic	Continue this topic
	08.02.2023	Continue this topic	Their Importance for Tourism
	09.02.2023	Continue this topic	Continue this topic
	10.02.2023	Continue this topic	Continue this topic
	11.02.2023	Documents needed for Foreign travels	Religious and Cultural Tourism
	13.02.2023	Continue this topic	Continue this topic
	14.02.2023	Continue this topic	Continue this topic
	15.02.2023	Continue this topic	Dance
	16.02.2023	Immigration formalities at Airport for Outbound and Inbound Tourist	Continue this topic
	17.02.2023	Continue this topic	Music
	18.02.2023	Maha Shivratri	
	20.02.2023	Continue this topic	Continue this topic
	21.02.2023	Continue this topic	Fair and Festival
	22.02.2023	Continue this topic	Continue this topic
	23.02.2023	Discussion all topic	Tourism Resources of Haryana
	24.02.2023	Test	Continue this topic
	25.02.2023	Presentation by Student	Continue this topic
	27.02.2023	Presentation by Student	Monuments of touristic significance and Museums
	28.02.2023	Presentation by Student	Continue this topic
	01.03.2023	Presentation by Student	Continue this topic
	02.03.2023	Presentation by Student	Continue this topic
	03.03.2023	Presentation by Student	Test
	04.03.2023	Assignment	Assignment
	05.03.2023 to 12.03.2023	Holi Vacations	

Week	Date	Class BTM 1st	Class BTM 1st
		Semester 2nd	Semester 2nd
	13.03.2023	Passport	Religion and Pilgrimage centres of Haryana
	14.03.2023	Definition	Continue this topic
	15.03.2023	How to get the Passport form	Continue this topic
	16.03.2023	Continue this topic	Music, Dance, Fair & Festivals in Haryana
	17.03.2023	Continue this topic	Continue this topic
	18.03.2023	Continue this topic	Continue this topic
	20.03.2023	The Essential Document	Continue this topic
	21.03.2023	Continue this topic	Continue this topic
	22.03.2023	Continue this topic	Continue this topic
	23.03.2023	Shaheedi Diwas	
	24.03.2023	Continue this topic	Tourism Infrastructure in Haryana
	25.03.2023	Photograohs and fee for Passport	Continue this topic
	27.03.2023	Continue this topic	Continue this topic
	28.03.2023	Types of Passport	Transportation and Accomodation sector <small>in Haryana</small>
	29.03.2023	Continue this topic	Continue this topic
	30.03.2023	Ram Navmi	
	31.03.2023	Alternatives of Passport	Continue this topic
	01.04.2023	Continue this topic	Continue this topic
	03.04.2023	Continue this topic	Continue this topic
	04.04.2023	Mahavir Jayanti	
	05.04.2023	Discussion all topic	Recreational and entertainment facilities
	06.04.2023	Test	Continue this topic
	07.04.2023	VISA: Meaning	Continue this topic
	08.04.2023	Continue this topic	Continue this topic
	10.04.2023	Types of VISA issued by India	Continue this topic
	11.04.2023	Continue this topic	Tourism Complexes/ Resorts in Haryana
	12.04.2023	Continue this topic	Continue this topic
	13.04.2023	How to Obtain VISA	Continue this topic
	14.04.2023	Vaisakhi/Dr. B.R. Ambedkar Jayanti	
	15.04.2023	Continue this topic	Tourism Organization in Haryana
	17.04.2023	Necessary documents to get VISA	Continue this topic
	18.04.2023	Continue this topic	Continue this topic
	19.04.2023	Continue this topic	Continue this topic
	20.04.2023	VISA on Arrival	Haryana Tourism Policy 2008

Week	Date	Class BTM 1st	Class BTM 1st
		Semester 2nd	Semester 2nd
	21.04.2023	Continue this topic	Continue this topic
	22.04.2023	Id-Ul-Fitr/Parshuram Jayant	
	24.04.2023	Online VISA registration	Continue this topic
	25.04.2023	Continue this topic	Discussion all Topic
	26.04.2023	Continue this topic	Presentation by Student
	27.04.2023	ETA	Presentation by Student
	28.04.2023	Continue this topic	Presentation by Student
	29.04.2023	Schengen VISA	Presentation by Student
	01.05.2023	Continue this topic	Presentation by Student
	02.05.2023	U.S VISA	Presentation by Student
	03.05.2023	U.K VISA	Tourism Trends in Haryana
	04.05.2023	Discussion all topic	Continue this topic
	05.05.2023	Test	Continue this topic
	06.05.2023	Other formalities	Continue this topic
	08.05.2023	Travel and Baggage Insurance	Continue this topic
	09.05.2023	Continue this topic	Major types of tourism in Haryana
	10.05.2023	Disembarkation Card	Continue this topic
	11.05.2023	Continue this topic	Continue this topic
	12.05.2023	Baggage Rules	Major Tourist Destinations of Haryana
	13.05.2023	Currency Regulation	Continue this topic
	15.05.2023	Foreign regional registration office	Continue this topic
	16.05.2023	Health Regulations	Continue this topic
	17.05.2023	Yellow Fever	Discussion all Topic
	18.05.2023	Malaria	Test
	19.05.2023	H.I.V certificates	Revision
	20.05.2023	Discussion all topic	Revision
	22.05.2023	Maharan Partap Jayanti	
	23.05.2023	Revision	Test
	24.05.2023	Revision	Test
	25.05.2023	Test	Revision
	26.05.2023	Test	Revision

Dayanand Mahila Mahavidyalaya, Kurukshetra

Lesson Plan (Even Semester)

Session 2022-23 (01.02.2023 to 26.05.2023)

Name of Teacher Manisha

Subject Tourism

Week	Date	Class BTM 3rd	Class BTM 3rd	Class BTM 3rd
		Semester 6th	Semester 6th	Semester 6th
	01.02.2023	Tourism Administration in India	Adventure Tourism	Tourist Guiding
	02.02.2023	Role of government in tourism Regulation and Management	Definition	Basic Requirement of An Escort or A Guide
	03.02.2023	Continue this topic	Nature and Scope of Adventure Tourism	Continue this topic
	04.02.2023	Continue this topic	Continue this topic	Continue this topic
	06.02.2023	Role of Ministry of Tourism	Continue this topic	I- Personal Grooming, smartness, Proper Dress Sense, Hygiene, Pleasing Personality, Hard Working
	07.02.2023	Continue this topic	Continue this topic	Continue this topic
	08.02.2023	Government of India in terms of its Organization	Geographical Diversities and Opportunities for Adventure Tourism in India	Continue this topic
	09.02.2023	Continue this topic	Continue this topic	Continue this topic
	10.02.2023	Continue this topic	Continue this topic	Continue this topic
	11.02.2023	Role and functions	Continue this topic	ii-Etiquettes- How To welcome a Visitor, The Traditional Style of Welcoming in North India
	13.02.2023	Continue this topic	Continue this topic	Continue this topic
	14.02.2023	Discuss All Topic again	Continue this topic	Continue this topic
	15.02.2023	Test	Discuss about all topic	Continue this topic
	16.02.2023	Overview about IIInd unit	Test	Continue this topic
	17.02.2023	State tourism development corporations and their organization and role in tourism development and promotion with special reference to	Overview About 2nd Unit	iii-knowledge of Geography, Art and Culture of Place, latest Information about frontier formalities, e.g Passport, VISA, Foreign Exchange etc
	18.02.2023	Maha Shivratri		
	20.02.2023	Continue this topic	Land Based Adventure Activities	Continue this topic
	21.02.2023	Continue this topic	Continue this topic	Continue this topic
	22.02.2023	Test	Continue this topic	Continue this topic
	23.02.2023	Haryana Tourism Corporations	Mountaineering	Continue this topic
	24.02.2023	Continue this topic	Continue this topic	Discussion about all topic

Week	Date	Class BTM 3rd	Class BTM 3rd	Class BTM 3rd
		Semester 6th	Semester 6th	Semester 6th
	25.02.2023	Rajasthan Tourism development corporations	Continue this topic	Test
	27.02.2023	Continue this topic	Trekking in Himalayan State	Overview about 2nd Unit
	28.02.2023	Kerla Tourism development corporations	Continue this topic	Communication Skills
	01.03.2023	Continue this topic	Continue this topic	Continue this topic
	02.03.2023	Goa tourism development corporations	Necessary Equipment	I- Principles of Communications, Verbal and Non Verbal, Personal and Organizational, effective Communications, Communication gaps and Barriers Audio Visual Aids.
	03.03.2023	Continue this topic	Continue this topic	Continue this topic
	04.03.2023	Assignment	Assignment	Assignment
05.03.2023 to 12.03.2023	Holi Vacations			
	13.03.2023	Discussion about all topic	Discussion about all topic	Continue this topic
	14.03.2023	Test	Techniques and Problem	Continue this topic
	15.03.2023	Present by student	Continue this topic	Discussion about all topic
	16.03.2023	Present by student	Continue this topic	Test
	17.03.2023	India Tourism development corporations	Test	Presentation by student
	18.03.2023	Continue this topic	Presentation by student	Presentation by student
	20.03.2023	Continue this topic	Presentation by student	Presentation by student
	21.03.2023	Organization Role and functions	Presentation by student	Presentation by student
	22.03.2023	Continue this topic	Presentation by student	Overview about 3rd Unit
23.03.2023	Shaheedi Diwas			
	24.03.2023	Continue this topic	Overview about 3rd Unit	Pre Tour Preparation
	25.03.2023	Division of ITDC	Water Based Activities	Continue this topic
	27.03.2023	Discussion about ITDC	Continue this topic	Pre Tour Research about Place
	28.03.2023	Continue this topic	Water Resources of India	Continue this topic
	29.03.2023	Continue this topic	Continue this topic	Monuments and Itinerary
30.03.2023	Ram Navmi			
	31.03.2023	Test	Continue this topic	Continue this topic
	01.04.2023	Hospitality development and promotion board	Continue this topic	Continue this topic
	03.04.2023	Continue this topic	River	Continue this topic
04.04.2023	Mahavir Jayanti			
	05.04.2023	Roles and functions	Continue this topic	Timings of Flights and Railways

Week	Date	Class BTM 3rd	Class BTM 3rd	Class BTM 3rd
		Semester 6th	Semester 6th	Semester 6th
	06.04.2023	Continue this topic	Continue this topic	Continue this topic
	07.04.2023	Discussion about all topic	Continue this topic	Continue this topic
	08.04.2023	Presentation by student	Lakes and Sea Water	Continue this topic
	10.04.2023	Presentation by student	Continue this topic	Bus and Car arrangement at Hotels
	11.04.2023	Test	Continue this topic	Continue this topic
	12.04.2023	Start Unit 4th	Rafting	Continue this topic
	13.04.2023	Tourism Planning in India	Continue this topic	Continue this topic
	14.04.2023	Vaisakhi/Dr. B.R. Ambedkar Jayanti		
	15.04.2023	Continue this topic	Kayaking	Airports and Railway Stations
	17.04.2023	Continue this topic	Continue this topic	Continue this topic
	18.04.2023	Continue this topic	Boating	Continue this topic
	19.04.2023	Continue this topic	Continue this topic	Continue this topic
	20.04.2023	Growth and performance	Scuba diving and Coastal Activities	Reconfirmation of Ground Arrangement
	21.04.2023	Continue this topic	Continue this topic	Continue this topic
	22.04.2023	Id-Ul-Fitr/Parshuram Jayant		
	24.04.2023	Continue this topic	Discuss about all topic	Continue this topic
	25.04.2023	National Tourism Policy 2002	Test	Group Arrival and Departure
	26.04.2023	Continue this topic	Test	Continue this topic
	27.04.2023	Continue this topic	Test	Continue this topic
	28.04.2023	Continue this topic	Overview about 4th Unit	Welcome at Airports/Railway Station or Hotels
	29.04.2023	Continue this topic	Air Based Activities	Continue this topic
	01.05.2023	Objectives and main features	Continue this topic	Continue this topic
	02.05.2023	Continue this topic	Continue this topic	Discussion about all topic
	03.05.2023	Continue this topic	Hand Gliding	Test
	04.05.2023	Problems and Challenges of Tourism Administration in India	Continue this topic	Test
	05.05.2023	Continue this topic	Ballooning and Sky Diving	Test
	06.05.2023	Continue this topic	Continue this topic	Overview about 4th Unit
	08.05.2023	Continue this topic	Continue this topic	Role and Responsibility: Escort/ Guide is the first and last Contact with Destination Image Maker his Responsibilities.
	09.05.2023	Discussion about Problems	Places	Continue this topic
	10.05.2023	Discussion about ITDC	Continue this topic	Continue this topic
	11.05.2023	Discussion about National Tourism Policy	Continue this topic	Continue this topic

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		Semester 6th	Semester 6th	Semester 6th
	12.05.2023	Discussion about Hospitality	Organizations and Equipment associated with above Activities	Ethics Helpful Attitude
	13.05.2023	Discussion about All Tourism Organisations	Continue this topic	Continue this topic
	15.05.2023	Discussion about facilities provided by tourism	Continue this topic	Knowledge of Tourism related Laws and acts such as Passport Act, Foreigners Act, Currency Regulations, Immigration Checks etc
	16.05.2023	Discussion about Tourism Growth	Continue this topic	Continue this topic
	17.05.2023	Discussion about all Tourism Corporations in India	Discussion about all topic	Continue this topic
	18.05.2023	Test	Test	Continue this topic
	19.05.2023	Test	Test	Continue this topic
	20.05.2023	Presentation by student	Presentation by student	Discussion about all topic
	22.05.2023	Maharan Partap Jayanti		
	23.05.2023	Presentation by student	Presentation by student	Test
	24.05.2023	Revision	Revision	Revision
	25.05.2023	Revision	Revision	Revision
	26.05.2023	Test	Test	Test