



**RECORD OF DISCUSSION, DEMONSTRATION,
AND CRITICISM LESSON PLANS**

Name : ROHINI - P.S

Reg. No. : BAAL17CM009

Optional Subject : COMMERCE

Certified that this is the bonafide record of

ROHINI - P.S

Reg. No BAAL17CM009, for the year 2022-2023

2-7
Lecturer in charge

Date: 03/04/2023

Lecturer in Charge
B.S.S. B.E.U. Training College
Alathur, Palakkad Dt
Kerala 688 001



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PRINCIPAL
B.S.S. B.E.U. Training College
Alathur, Palakkad Dt
Kerala 688 001

9/23
verified

INDEX DISCUSSION

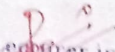
Sl.No	Date	Name of the Teacher	Topic	Std	Page No.	Initials
1	7/3/23	Rohini-p.s	PLANNING		1-11	<i>RB</i>
2	7/3/23	Rohini-p.s	RECRUITMENT		12-24	<i>RB</i>
3	8/3/23	Rohini-p.s	CHANNEL OF DISTRIBUTION		25-35	<i>RB</i>
4	8/3/23	Rohini-p.s	DELEGATION		36- 42 ⁴²	<i>RB</i>
5	8/3/23	Rohini-p.s	ORGANIZING		43-53	<i>RB</i>
6	9/3/23	Rohini-p.s	COMMUNICATION		54-62	<i>RB</i>
7	9/3/23	Rohini-p.s	LEADERSHIP		63-69	<i>RB</i>
8	9/3/23	Rohini-p.s	BUSINESS ETHICS		70-81	<i>RB</i>

DEMONSTRATION

Sl.No	Date	Name of the Teacher	Topic	Std	Page No.	Initials	
1	15/3/23	Sreeram	Levels of management	Video Lesson	XII	82-83	<i>RB</i>
2	15/3/23	Keeerthi	Planning		XII	84-85	<i>RB</i>
3	15/3/23	Shobini	Sales Promotion		XII	86-87	<i>RB</i>
4	15/3/23	Sujatha	Recruitment		XII	88-89	<i>RB</i>
5	15/3/23	Anjana	Advertising		XII	90-91	<i>RB</i>

INDEX CRITICISM

Sl.No	Date	Name of the Teacher	Topic	CRITICISM REPORT	Std	Page No	Intials
1	27/6/2023	ROHINI-P.S	MOTIVATION	AISWARYA	XII	94-104	
2	27/6/2023	ROHINI-P.S	PACKAGING	ANILA	XII	106-117	
3	27/6/2023	ROHINI-P.S	INSURANCE	ATHIRA	XI	118-128	
4	27/6/2023	ROHINI-P.S	SOCIAL RESPONSIBILITY	MIDHUNA	XI	130-140	
5	27/6/2023	ROHINI-P.S	WORKING CAPITAL	NIMISHA	XII	142-149	
6	27/6/2023	ROHINI-P.S	ORGANISATIONAL STRUCTURE	SOWMYA	XII	150-163	
7	27/6/2023	ROHINI-P.S	BUSINESS ENVIRONMENT	ASWATHY	XII	164-173	
8	27/6/2023	ROHINI-P.S	BALANCE SHEET	YLDHYA	XII	174-185	
9	27/6/2023	ROHINI-P.S	COMMERCIAL BANK			186-197	

 Lecturer
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DEMONSTRATION

DEMONSTRATION REPORT - 2

Name of the teacher : Shobinamol.V
Subject : Business studies
Topic : Sales promotion

School
Class : XII
Date : 15/3/2023

Introduction

Teacher entered the classroom and greeted students, after that there was a casual talk between the students and teacher. Then teacher asked questions to check previous knowledge and entered the topic by introducing the lesson with daily life example.

Learning phase

Through example teacher entered the topic 'Sales promotion' by video presentation and discussed the concept, promotion techniques. Teacher conducted role play and introduced various promotion techniques.

Each techniques of promotion was introduced through examples showing pictures, charts, newspaper cuttings, coupons for better understanding. Teacher asked questions to test the understanding of the students and summarises the topic.

closure

The teacher summarises the topic by providing activity card and asked them to fill up. The class brought to an end by giving a follow-up activity.