



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

Name : ..... ROHINI - P.S .....

Reg. No. : ..... BAAWTCM 009 .....

Optional Subject : ..... COMMERCE .....

*Certified that this is the bonafide record of*

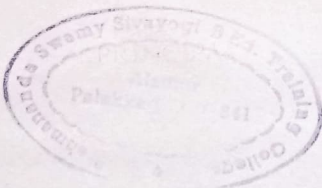
..... ROHINI - P.S .....

*Reg. No. BAAWTCM 009 for the year 2022 to 2024*

*[Signature]*  
Lecturer in charge

Date. 10-7-2023

Lecturer in Commerce  
B.S.S B Ed Training College  
Alathur (P.O) Palakkad Dt  
Kerala-678 541



*[Signature]*  
PRINCIPAL,  
B.S.S. B Ed, Training College,  
Alathur (PO), Palakkad-Dt  
Kerala - 678 541.

*1/2/24 verified.*

## INDEX DISCUSSION

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5	8/3/23	Robini-p.s	ORGANIZING		43-53	
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2	15/3/23	Keerthi	Planning		XII	84-85
3	15/3/23	Shobini	Sales Promotion		XII	86-87
4	15/3/23	Sujitha	Recruitment		XII	88-89
5	15/3/23	Anjana	Advertising		XII	90-91



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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	ASWIATHY	XII	164-173	
8	27/6/2023	ROHINI-P.S	BALANCE SHEET	YIDHYA	XII	174-185	
9	27/6/2023	ROHINI-P.S	COMMERCIAL BANK			186-187	

Lecturer  
 Lecturer in Commerce  
 B.Ed. Training College  
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 Kerala 678 541

CRITICISM



# TEACHER PLANNER - I

Name of the Teacher: ROHINI-P.S  
Name of the School: BSS Urukulam  
Subject: Business studies  
Topic: Motivation

Standard: XII  
Strength: 30  
Duration: 45 min  
Date: 27/6/2023

Content outline

Motivation, definition, meaning and process

Content analysis

Terms

Motivation, motive, motivations, drive, directing

Facts

- 1) Directing function of management refers to the process of instructing, guiding, counseling, motivating and leading people in an organization to achieve its objectives.
- 2) Motivation means incitement / inducement to act or move.
- 3) Inducing or inspiring people to work with greater interest and zeal to achieve the desired goals.

# BSS B.Ed. Training College

NAAC Accredited B++ Grade with CGPA of 2.85  
(Recognized by NCTE and affiliated to the University of Calicut)  
Alathur, Palakkad- 678541 Kerala

## TEACHING PERFORMANCE EVALUATION PROFORMA

Name of the Student-teacher:

Sl.No.	Aspects	Criteria	put tick mark (√)				
			5	4	3	2	1
1	Preparation	1) Building up a suitable physical environment in the class room			√		
		2) Building up a problematic situation			√		
		3) Technique to reveal what he already knows		√			
		4) Effective introduction			√		
		5) Link between the introduction and main concepts		√			
2	Activity	1) Strategies for disturbance-free and disciplined grouping clear and concise guidelines for the group if required				√	
		2) Clear and concise guidelines for group			√		
		3) Involve all students in the learning activities		√			
		4) Encourage non-volunteers			√		
		5) Learning aids used effectively				√	
		6) Appropriateness, relevance, variety, novelty, originality		√			
		7) Adequate activities in achieving the anticipated competencies				√	
3	Subject Competency	1) Resource fullness			√		
		2) Make changes in the learning strategies based on student response		√		√	
4	Class Management	1) Recognizes attentive and non-attentive			√		
		2) Gives clear direction				√	
		3) On the spot diagnosis of learning difficulties and corresponding remediation			√		
		4) Pay attention to the entire class			√		
		5) Manages time properly			√		
		6) Strategies for managing interruption			√		
5	Communication	1) Speak fluently		√			
		2) Speaks with clarity		√			
		3) Use proper body language		√			
		4) Adjusting the speed of the lesson to the level of the pupil		√	√		
6	Questioning	A-Structure of question			√		



		1) Grammatically correct	✓			
		2) Relevant to the topic	✓			
		3) Specific		✓		
		4) Thought provoking		✓		
		B-Way of questioning		✓		
		1) Addresses whole class	✓			
		2) Give sufficient time to think		✓		
		3) Distribute evenly			✓	
		4) Redirect	✓			
7	Reacting	1) Discourages mass answering		✓		
		2) Use appropriate verbal and non-verbal reinforces		✓		
		3) Uses and builds pupil responses	✓			
		4) Seeks further information	✓			
		5) Gives hints or prompting	✓			
8	Use of Learning Aids	1) Relevant to the content	✓	✓		
		2) Appropriate to the pupils level			✓	
		3) Uses aids at appropriate time		✓		
		4) Uses multiple channels for single idea		✓		
		5) Ensures visibility		✓		
9	Closure	1) Summarizes the lessons		✓		
		2) Evaluates with reference to objectives		✓		
		3) Links with similar situations		✓		
		4) Links with future learning		✓		
		5) Follow-up activities	✓			
10	Teacher's Personality	1) Respect pupil responsibility	✓			
		2) Resourceful in dealing with situations		✓		
		3) Enthusiastic and confident			✓	
		4) Pleasing			✓	
		5) Clear, neat and tidy	✓			

Note: (5) Excellent (4) Very Good (3) Good (2) Average (1) Poor