



NABAGRAM HIRALAL PAUL COLLEGE

ESTD. - 1957

Affiliated to the University of Calcutta
Reaccredited by NAAC with a CGPA of 2.70 at B+ Grade

Ref. No. :

Date :

B.VOC. IN RETAIL MANAGEMENT

TEACHING PLANS AS PER MODULE DISTRIBUTION SESSION: 2022-23 (EVEN SEMESTER)

<u>Topic</u>	<u>Name of assigned teacher (s)</u>
<u>RM211: Communicative English-II</u>	
Understanding Communication	Vedatri Bhattacharjee
Active Listening and Listening skills	Vedatri Bhattacharjee
Professional Speaking	Vedatri Bhattacharjee
Business Writing	Vedatri Bhattacharjee
Functional Grammar and Business Vocabulary	Vedatri Bhattacharjee
<u>RM212: Financial Accounting</u>	
Introduction	Samir Das
Accounting entry	Samir Das
Cash book, Petty cash book	Samir Das
Bank reconciliation statement, Rectification Entry	Samir Das
Final accounting (trading concern only)	Samir Das
<u>RM221: Retail Team Leader (RAS/Q0105)</u>	


Principal
Nabagram Hiralal Paul College



NABAGRAM HIRALAL PAUL COLLEGE

ESTD. - 1957

Affiliated to the University of Calcutta
Reaccredited by NAAC with a CGPA of 2.70 at B+ Grade

Ref. No. :

Date :

Store Display and Visual Merchandising	Atanu Mukherjee
Plan visual merchandise	Atanu Mukherjee
Sales Management	Atanu Mukherjee
Customer Experience Management	Samir Das
Organization and Team Dynamics	Samir Das
Practical: Store Display and Visual Merchandising	Atanu Mukherjee, Samir Das
<u>RM411: Cost & Management Accounting</u>	
Introduction	Samir Das
Classification of cost & cost sheet	Samir Das
Material Management	Samir Das
Labour & over head	Samir Das
Cash flow statement (basic concept)	Samir Das
Marginal costing budget	Samir Das
<u>RM412 : Principles of Marketing</u>	
Definition, need and scope of Marketing	Atanu Mukherjee
Different environments of marketing	Atanu Mukherjee
Market Segmentation	Atanu Mukherjee
Consumer behavior, Market research	Atanu Mukherjee
Product	Atanu Mukherjee


Principal
Nabagram Hiralal Paul College

NABAGRAM : KONNAGAR (RLY. STN) : HOOGHLY : 712246 : WEST BENGAL

Website : www.hiralalpaulcollege.ac.in, E-mail : nhlpcollege@gmail.com

Ph. : 033-2673-0007 (Office) / 2673-5161 (Principal)



NABAGRAM HIRALAL PAUL COLLEGE

ESTD. - 1957

Affiliated to the University of Calcutta
Reaccredited by NAAC with a CGPA of 2.70 at B+ Grade

Ref. No. :

Date :

<u>RM421:Retail Departmental Manager (RAS/Q0106)</u>	
Provide leadership for your team	Atanu Mukherjee
Build and manage store team	Atanu Mukherjee
Allocate and check work in your team	Samir Das
Work Effectively in a Retail Team	Samir Das
Work effectively in your organisation	Atanu Mukherjee
Practical: Application of Leadership Principles	Atanu Mukherjee, Samir Das
<u>RM611: Human Resource Management</u>	
Introduction to Human Resource Management	Vedatri Bhattacharjee
Human resource planning, Recruitment and selection	Vedatri Bhattacharjee
Placement, Induction and Internal mobility of human resource	Vedatri Bhattacharjee
Performance appraisal and career planning	Vedatri Bhattacharjee
Compensation management and grievance redressal Compensation planning objectives	Vedatri Bhattacharjee
<u>RM612 : Customer Handling and Team Management</u>	
Communicate with customer and colleagues Job requirements and work standards	Samir Das
Maintain customer-centric service orientation Ensure fair and honest	Samir Das


Principal
Nabagram Hiralal Paul College

NABAGRAM : KONNAGAR (RLY. STN) : HOOGHLY : 712246 : WEST BENGAL

Website : www.hiralalpaulcollege.ac.in, E-mail : nhlpcollege@gmail.com

Ph. : 033-2673-0007 (Office) / 2673-5161 (Principal)



NABAGRAM HIRALAL PAUL COLLEGE

ESTD. - 1957

Affiliated to the University of Calcutta
Reaccredited by NAAC with a CGPA of 2.70 at B+ Grade

Ref. No. :

Date :

treatments to customers	
How to address a guest- Friendliness v/s familiarity	Samir Das
Standard safety procedures	Samir Das
<u>RM621:Retail Store Manager (RAS/Q0107)</u>	
Lead and manage the team for developing store capability	Atanu Mukherjee
Manage Sales and Service Delivery to increase store profitability	Atanu Mukherjee
Optimize inventory to ensure maximum availability of stocks and minimized losses	Samir Das
Implement promotions and special events at the store	Atanu Mukherjee
Ensure overall safety, security and hygiene of the store	Samir Das
People, Process and Profitability Management	Samir Das
Practical: Retail Store Operations and Sales, Profitability Management	Atanu Mukherjee, Samir Das


Principal
Nabagram Hiralal Paul College

NABAGRAM : KONNAGAR (RLY. STN) : HOOGHLY : 712246 : WEST BENGAL

Website : www.hiralalpaulcollege.ac.in, E-mail : nhlpcollege@gmail.com

Ph. : 033-2673-0007 (Office) / 2673-5161 (Principal)