

Lesson Plan

Name of the Assistant/ Associate Professor dr.Sonia Wadhawan.....

Class and Section:BTM IV ,BTM VI & BTM VI.....

Subject:.....Tourism Management

		Class/Topics		
Week	Date	BTM- IV Pilgrimage Tourism	BTM - VI Tourism Administration In India	BTM VI: Salesmanship In Tourism
1	1-Jan-18	Major religions in India:	Role of Government in tourism Regulation and Management	Sales Management: Concept
	2-Jan-18	same: Assignment	same	same
	3-Jan-18	Hinduism: Salient features	same	same
	4-Jan-18	same	same	Sales Management: Objectives
	5-Jan-18	Guru Govind Singh Birthday		
	6-Jan-18	same	Role of Ministry of Tourism,	same
	7-Jan-18	same		
2	8-Jan-18	same	same	same
	9-Jan-18	same	same	Sales Management: Functions
	10-Jan-18	same	same	same
	11-Jan-18	Buddhism & Jainism : Main Teachings and Philosophy	Government of India in terms of its Organization	Personal Selling: Concept & Importance

	12-Jan-18	same	same	same
	13-Jan-18	same	same	Personal Selling process
	14-Jan-18	Sunday		
3	15-Jan-18	same	same	same
	16-Jan-18	same	same	Theories of selling
	17-Jan-18	same	same	same
	18-Jan-18	same	Role and functions	Sales Management challenges in tourism.
	19-Jan-18	Islam and Sikhism: Basic features	same	same
	20-Jan-18	same	same	Revision of unit 1
	21-Jan-18	Sunday		
4	22-Jan-18	Vasant Panchami		
	23-Jan-18	same	same	Class test - Unit 1
	24-Jan-18	Sir Chhotu Ram Jayanti		
	25-Jan-18	Revision of unit 1	Group discussion	Sales Planning: Importance
	26-Jan-18	Republic Day		
	27-Jan-18	Class test - Unit 1	Revision of unit 1	same
	28-Jan-18	Sunday		
	29-Jan-18	Major pilgrimage centres of India - I:	Class test - Unit 1	Approaches and Process of Sales Planning
	30-Jan-18	same	State Tourism Development Corporations and their organization	same
	31-Jan-18	Guru Ravidas jayanti		

5	1-Feb-18	Hinduism: Four Dham - Badrinath, Rameshwaram, Puri and Dwaraka	same	Sales Forecasting
	2-Feb-18	same	same	same
	3-Feb-18	same	same :Assignment	Budgeting,
	4-Feb-18	Sunday		
6	5-Feb-18	same	role in tourism development and promotion with special reference to Haryana Tourism Corporation	Sales Organization : Purpose
	6-Feb-18	same	same	same
	7-Feb-18	Varanasi, Mathura-Vrindavan, Haridwar,	same	Principles and Process of setting up a Sales Organization
	8-Feb-18	same	Rajasthan Tourism Development Corporation	same
	9-Feb-18	same	same	Sales Organization Structures
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti		
	11-Feb-18	Sunday		
7	12-Feb-18	same	same	same
	13-Feb-18	Maha Shivratri		
	14-Feb-18	same	same	Organizing for Global Sales
	15-Feb-18	Vaishno Devi, Allahabad, Kurukshetra & Tirupati	Kerala Tourism Development Corporation	same
	16-Feb-18	same	same	Determining Size of Sales Force.
	17-Feb-18	same	same	same

	18-Feb-18	Sunday		
8	19-Feb-18	same	Goa Tourism Development Corporation	Group Discussion
	20-Feb-18	same	same	revision of unit 2
	21-Feb-18	revision	Group Discussion	Test of unit 2
	22-Feb-18	test : Unit 2	revision of unit 2	Managing the Sales Force: Recruitment,
	23-Feb-18	Major pilgrimage Centres of India - II:	Test of unit 2	same
	24-Feb-18	same	India Tourism Development Corporation (ITDC): organization,	Selection
	25-Feb-18	Sunday		
9	26-Feb-18	same	same	same
	27-Feb-18	same	same	Training
	28-Feb-18	KUK Holidays		
	1-Mar-18	KUK Holidays/Guru Ravidas Birthday		
	2-Mar-18	KUK Holidays/Holi		
	3-Mar-18	KUK Holidays		
	4-Mar-18	KUK Holidays/Sunday		
10	5-Mar-18	Buddhism and Jainism: Bodh Gaya, Sarnath, Mount Abu, Palitana	Role and functions ITDC	Compensation
	6-Mar-18	same	same	Motivation
	7-Mar-18	same		same
	8-Mar-18	same	same	Territory and Quota Management: Need

	9-Mar-18	same	Divisions of ITDC	same
	10-Mar-18	same	same	Procedure for setting up Sales Territories
	11-Mar-18	Sunday		
11	12-Mar-18	Islam, Christianity and Sikhism: Ajmer, Goa and Amritsar	same	same
	13-Mar-18	same		Time Management
	14-Mar-18	same	Hospitality Development and Promotion Board (HDPB): Role and Functions	Sales Quotas: Purpose
	15-Mar-18	same	same	Types of Quotas
	16-Mar-18	same	same	same
	17-Mar-18	same	same	Administration of Sales Quota.
	18-Mar-18	Sunday		
12	19-Mar-18	same	Role of Tourism Finance Corporation of India in tourism	Group discussion
	20-Mar-18	same	same	Revision of unit 3
	21-Mar-18	same	same	Test: Unit 3
	22-Mar-18	same	Group discussion	Control process: Analysis of Sales Volume,
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev		
	24-Mar-18	Revision Unit 3	Revision of unit 3	same
	25-Mar-18	Sunday/ Ram Navami		
13	26-Mar-18	Test : Unit 3	Test: Unit 3	same
	27-Mar-18	Trends and Patterns in pilgrimage tourism in India	Tourism Planning in India: Growth and Performance	Cost and Profitability
	28-Mar-18	same	same	same

13	29-Mar-18	Mahavir Jayanti		
	30-Mar-18	same	same	same
	1-Apr-18	Sunday		
14	2-Apr-18	same	same	Management of Sales Expenses
	3-Apr-18	same	National Tourism Policy – 2002: Objectives and main features	same
	4-Apr-18	same	same	same
	5-Apr-18	Strategies to promote pilgrimage tourism in India	same	Evaluating Sale-Force Performance
	6-Apr-18	same	same	same
	7-Apr-18	same	Problems and challenges of Tourism Administration in India	Ethical Issues in Sales Management
	8-Apr-18	Sunday		
15	9-Apr-18	same	same	same
	10-Apr-18	Problems and prospects of pilgrimage tourism in India	same	Role of IT in Sales Management
	11-Apr-18	same	same	same
	12-Apr-18	same	same	same
	13-Apr-18	same	same	same
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi		
	15-Apr-18	Sunday		
	16-Apr-18	same	Group discussion	Group discussion
	17-Apr-18	same	Revision of Unit 4	Revision of Unit 4

16	18-Apr-18	Parashurama Jayanti		
	19-Apr-18	Revision of Unit 4	Test of unit 4	Test of unit 4
	20-Apr-18	Test of unit 4	Revision of whole syllabus	Revision of whole syllabus
	21-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	22-Apr-18	Sunday		
17	23-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	24-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	25-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	26-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	27-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	28-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	29-Apr-18	Sunday		

Lesson Plan

Name of the Assistant/ Associate Professor Anil Kumar Singh

Class and Section: BTM II, BTM II, BTM IV & BTM VI.....

Subject:.....Tourism Management

		Class/Topics			
Week	Date	BTM- II Geography of Tourism	BTM - II Transport Mgmt	BTM IV: Tourism Marketing	BTM- VI: Tourist Guiding
1	1-Jan-18	Brief introduction of continents	Transportation as important element of tourism industry	Tourism Marketing: Nature, Process and Growth	Basic requirement of an escort or a guide
	2-Jan-18	same	same	same	I-Personal grooming, smartness, proper dress sense, hygiene, pleasing personality, hard working
	3-Jan-18	Brief introduction of oceans	History of different modes of transportation	same	same
	4-Jan-18	Map reading	same	Services and their Marketing	same
	5-Jan-18	Guru Govind Singh Birthday			
	6-Jan-18	Lines : Longitude and Latitute	same	same	same
	7-Jan-18	same			
2	8-Jan-18	Lines : Longitude and Latitute	same	same	same
	9-Jan-18	Greenwich Mean Time	The physiographic & socio-economic factors affecting development of different modes of transportation with special reference to India.	Tourism Marketing and Development	li-Etiquette- how to welcome a visitor, the traditional style of welcoming in north India
	10-Jan-18	International Date Line	same	same	same
	11-Jan-18	Elements of weather & climate	same	Socially Responsible Marketing	same

	12-Jan-18	same	same	Social Marketing	same
	13-Jan-18	Climatic zones of the world	same	Participants in Socially Responsible Marketing and their Roles	same
	14-Jan-18	Sunday			
3	15-Jan-18	same	Doubt session	Government Bodies- National Tourism Offices, State Tourism Offices and Local Bodies, Private Organizations, Non-Governmental Organizations in Tourism	Iii- Knowledge of geography, history, art & culture of the place, latest information about frontier formalities, e.g. passport, VISA, foreign exchange etc.
	16-Jan-18	Natural vegetation of the world	Revision of Unit 1		same
	17-Jan-18	same	Class test of Unit 1	same	same
	18-Jan-18	Main tourist activities in different climatic zones.	Airlines & Tourism	same	same
	19-Jan-18	same	same	same	same
	20-Jan-18	same	History of Airlines in India	Revision of unit 1	Revision of unit 1
	21-Jan-18	Sunday			
	22-Jan-18	Vasant Panchami			
	23-Jan-18	Map Work	same	Class test - Unit 1	Class test - Unit 1
	24-Jan-18	Sir Chhotu Ram Jayanti			
4	25-Jan-18	Revision of unit 1	IATA, DGCA: Organizational structures and functions	Challenges of Tourism Marketing- Nature and Characteristics of Tourism Offers	Communication Skills; i- Principles of communications, Verbal and non-verbal, personal and organizational, effective communications, communication gaps and barriers. Audio- visual aids.

	26-Jan-18	Republic Day			
	27-Jan-18	Class test - Unit 1	same	same	same
	28-Jan-18	Sunday			
5	29-Jan-18	Doubt session	same	Tangibility and Intangibility	same
	30-Jan-18	Group Discussion	Air India and Private Airlines	same	same
	31-Jan-18	Guru Ravidas jayanti			
	1-Feb-18	Asia: General geographical features; physiography, climate and vegetation	same	Non-perishability and Perishability	same
	2-Feb-18	same	Role of airlines in tourism promotion	same	same
	3-Feb-18	same	same	Homogeneity and Heterogeneity	same
	4-Feb-18	Sunday			
	5-Feb-18	Asia: main countries, capitals & their tourist attractions.	same	Separability and Inseparability	Body language
6	6-Feb-18	same	Water transport	same	same
	7-Feb-18	same	Limitation & scope of water transport in India	Ownership and Non-ownership	same
	8-Feb-18	same	same	same	Presentaion
	9-Feb-18	A Case study of Japan	same	Issues and Challenges in Tourism Marketing	same
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti			
	11-Feb-18	Sunday			
	12-Feb-18	same	Cruise ships	same	Group Discussion
	13-Feb-18	Maha Shivratri			
	14-Feb-18	A Case study of Sri Lanka.	same	Marketing Strategies to overcome limitations of Tourism	revision of unit 2

7	15-Feb-18	same	The role of water transport in tourism	same	Test of unit 2
	16-Feb-18	A Case study of Singapore	same	same	Pre tour preparation
	17-Feb-18	same	same	same	same
	18-Feb-18	Sunday			
8	19-Feb-18	same	Presentaion	Group Discussion	same
	20-Feb-18	case study of Saudi Arebia	same	revision of unit 2	Pre tour research about place
	21-Feb-18	same	Doubt session	Test of unit 2	same
	22-Feb-18	Rivision	revision of unit 2	Tourism Marketing Environment	same
	23-Feb-18	Test of unit 2	Test of unit 2	same	monuments and itinerary
	24-Feb-18	Europe: General geographical features; physiography, climate and vegetation	Surface transport & Tourism	Concept of Marketing Mix	same
	25-Feb-18	Sunday			
9	26-Feb-18	Same	same	same	timings of flights& railways
	27-Feb-18	same	Importance of surface transportation	Tourism Markets	same
	28-Feb-18	KUK Holidays			
	1-Mar-18	KUK Holidays/Guru Ravidas Birthday			
	2-Mar-18	KUK Holidays/Holi			
	3-Mar-18	KUK Holidays			
	4-Mar-18	KUK Holidays/Sunday			
	05-Mar-2018	Main countries, capitals & their tourist attractions.	Coaches, Car rental system in India	Tourist Behavior	Bus and cars arrangement at hotels
	6-Mar-18	same	same	Tourist Buying Process	same

10	7-Mar-18	same	same	Factors Influencing Tourists' Buying Process	same
	8-Mar-18	same	National and State Highways	Tourism Product and Distribution- Concept of Tourism Product	airports and railway stations.
	9-Mar-18		same	same	same
	10-Mar-18	same	same	same	same
	11-Mar-18	Sunday			
11	12-Mar-18	A Case study of France	Role of surface transport in tourism	Tourism as a packaged Product	Reconfirmation of ground arrangement
	13-Mar-18	same	same	same	same
	14-Mar-18	A Case study United Kingdom	Doubt session	Destination as a Product	Group arrival and departure
	15-Mar-18	same	Presentaion	Managing Products	Welcome at airports/ railway station or hotels
	16-Mar-18	Acase study of Switzerland	same	New Product Development	same
	17-Mar-18	same	same	Product Life Cycle	Group discussion
	18-Mar-18	Sunday			
12	19-Mar-18	A case study of Spain	Rivision unit -3	presenation	Revision of unit 3
	20-Mar-18	same	class test of unit 3	same	Test: Unit 3
	21-Mar-18	Presenation	Railway & tourism	same	
	22-Mar-18	same	same	Revision of unit 3	same
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev			
	24-Mar-18	Revision Unit 3	History & present status of Indian railway	Test: Unit 3	same
	25-Mar-18	Sunday/ Ram Navami			

13	26-Mar-18	Test : Unit 3	same	Tourism Pricing and Promotion Concept, Importance and Process of Pricing	Role and responsibility; Escort/ guide
	27-Mar-18		same	same	same
	28-Mar-18	same	Different packages & facilities given by Railway	Factors influencing Tourism Pricing	Escort/ guide is the first and last contact with destination
	29-Mar-18	Mahavir Jayanti			
	30-Mar-18	General geographical features with information about physiography, climate, vegetation & tourist attractions of USA	same	same	Image maker, His responsibilities
	1-Apr-18	Sunday			
14	2-Apr-18	same	same	Factors influencing Tourism Pricing	Ethics, helpful attitude
	3-Apr-18	Same	same	same	same
	4-Apr-18	same	same	same	same
	5-Apr-18	General geographical features with information about physiography, climate, vegetation & tourist attractions of South Africa	Problems of Indian Railway	Methods of Price Fixation	Knowledge of tourism related laws and acts such as passport act, foreigners act, currency regulations, Immigration checks etc.
	6-Apr-18	same	same	same	same
	7-Apr-18	same	Role of Railway in tourism	Price Fixation	same
	8-Apr-18	Sunday			
	9-Apr-18	same	same	Pricing Strategies	same
	10-Apr-18	General geographical features with information about physiography, climate, vegetation & tourist attractions of Austrelia	presenation	, Tourism Promotion and Communication	Presenation
	11-Apr-18	same	same	same	same

15	12-Apr-18	same	Doubt session	Objectives of Promotion, Promotion Mix, Factors affecting Promotion Mix, Components of Promotion Mix,	Demo as an escort /Guide
	13-Apr-18	same	Revision of Unit 4	same	same
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi			
	15-Apr-18	Sunday			
16	16-Apr-18	Doubt session	Test of unit 4	same	same
	17-Apr-18	same	Group discussion	same	Group discussion
	18-Apr-18	Parashurama Jayanti			
	19-Apr-18	Revision of Unit 4	Revision of whole syllabus	Important Promotional Tools in Tourism- Brochures, Events, Movies and Cinema	Revision of Unit 4
	20-Apr-18	Test of unit 4	Revision of whole syllabus	same	Test of unit 4
	21-Apr-18	Revision of whole syllabus	Revision of whole syllabus	same	Revision of whole syllabus
	22-Apr-18	Sunday			
17	23-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Group discussion	Revision of whole syllabus
	24-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of Unit 4	Revision of whole syllabus
	25-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Test of unit 4	Revision of whole syllabus
	26-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	27-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	28-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	29-Apr-18	Sunday			

Lesson Plan

Name of the Assistant/ Associate Professor Nanita Jaggi.....

Class and Section: BTM II, BTM II, BTM IV & BTM VI.....

Subject:Tourism Management

		Class/Topics			
Week	Date	BTM- II Tourism Doc.	BTM - II Haryana Tourism	BTM IV: TATO	BTM- VI: Adventure Tsm
1	1-Jan-18	General history of passport, visa and other formalities in India.	Geographical and historical background of Haryana	Travel Agency/Tour Operations - meaning,	Definition Adventure tourism
	2-Jan-18	same: Assignment: types of passport in India	same	same	same
	3-Jan-18	General history of passport, visa and other formalities	same	same	same
	4-Jan-18	same	same	Travel Agency/Tour Operations - Definitions	Nature of Adventure tourism
	5-Jan-18	Guru Govind Singh Birthday			
	6-Jan-18	same: Assignment: types of passport in world	Geographical and historical background of Haryana and their importance for tourism	same	same
	7-Jan-18	same			
2	8-Jan-18	same	same	same	same
	9-Jan-18	same	same	Travel Agency/Tour Operations - Types,	Scope of Adventure tourism
	10-Jan-18	same	same	same	same
	11-Jan-18	Documents needed for foreign travels	Religious & cultural tourism potential in Haryana including dance, music, fair & festivals	same	same
	12-Jan-18	same	same	same	Geographical diversities and opportunities for adventure tourism in India
	13-Jan-18	same	same	Travel Agency/Tour Operations - significance and growth over the years.	same
	14-Jan-18	Sunday			

3	15-Jan-18	Immigration formalities at airport for inbound tourists.	Religious & cultural tourism potential in Haryana including dance, music, fair & festivals	same	same	
	16-Jan-18	same	same	same	same	
	17-Jan-18	same	same	same	same	
	18-Jan-18	same	Religious & cultural tourism potential in Haryana including dance, music, fair & festivals	same	same	
	19-Jan-18	Immigration formalities at airport for outbound tourists.	same	Group discussion	Group discussion	
	20-Jan-18	same	Religious & cultural tourism potential in Haryana including dance, music, fair & festivals	Revision of unit 1	Revision of unit 1	
	21-Jan-18	Sunday				
4	22-Jan-18	Vasant Panchami				
	23-Jan-18	What is a Travel document	same	Class test - Unit 1	Class test - Unit 1	
	24-Jan-18	Sir Chhotu Ram Jayanti				
	25-Jan-18	Revision of unit 1	Group discussion	Functions of Travel Agencies	Land based Adventure activities	
	26-Jan-18	Republic Day				
	27-Jan-18	Class test - Unit 1	Revision of unit 1	same	same	
	28-Jan-18	Sunday				
5	29-Jan-18	Passport; Definition.	Class test - Unit 1	same	same	
	30-Jan-18	same	Tourist Resources of Haryana:	same	same	
	31-Jan-18	Guru Ravidas jayanti				
	1-Feb-18	How to get the passport form.	Monuments of touristic significance and museums	Functions of tour operators.	Mountaineering in Himalayan states	
	2-Feb-18	same	same	same	same	
	3-Feb-18	The essential documents, photographs and fee for passport.	same :Assignment : famous Monuments of haryana District wise	same	same	
	4-Feb-18	Sunday				
	5-Feb-18	same	same	same	same	

6	6-Feb-18	same	same	Linkages in tour operation business	same
	7-Feb-18	same	same	same	Trekking in Himalayan states
	8-Feb-18	same	Religious & pilgrimage centres of Haryana	same	same
	9-Feb-18	revision of Whole topic	same	same	same
	10-Feb-18	Maharshi Dayanand Saraswati Jayanti			
	11-Feb-18	Sunday			
7	12-Feb-18	Types of passports.	same	same	same
	13-Feb-18	Maha Shivratri			
	14-Feb-18	same	same	Integrations in tour operation business	same
	15-Feb-18	same	Music, dance, fairs & festivals in Haryana	same	Necessary equipment, techniques and problems.
	16-Feb-18	same	same	same	same
	17-Feb-18	test : The essential documents, photographs and fee for passport. Types of passports.	same	same	same
	18-Feb-18	Sunday			
8	19-Feb-18	Alternatives of passport.	same	Group Discussion	same
	20-Feb-18	same	same	revision of unit 2	Group Discussion
	21-Feb-18	revision	Group Discussion	Test of unit 2	revision of unit 2
	22-Feb-18	test : Unit 2	revision of unit 2	Travel Agency Organization Structure - Meaning	Test of unit 2
	23-Feb-18	Visa- Meaning.	Test of unit 2	same	Water based activities- water resources of India
	24-Feb-18	same	Tourism Infrastructure in Haryana	same	same
	25-Feb-18	Sunday			
	26-Feb-18	Types of Visa issued by India.	Transportation and accommodation sector in Haryana	same	same

9	27-Feb-18	same	same		same
	28-Feb-18	KUK Holidays			
	1-Mar-18	KUK Holidays/Guru Ravidas Birthday			
	2-Mar-18	KUK Holidays/Holi			
	3-Mar-18	KUK Holidays			
	4-Mar-18	KUK Holidays/Sunday			
10	sa	same	same	Travel Agency Organization Structure - Significance	Water resources of India: rivers, lakes and sea water
	6-Mar-18	same	same	same	same
	7-Mar-18	same	Recreational and entertainment facilities at the tourism	same	same
	8-Mar-18	How to obtain Visa	same	Procedure for recognitions of Travel Agency and tour operations from Ministry of tourism	same
	9-Mar-18	Necessary documents to get Visa	same	same	Rafting, kayaking
	10-Mar-18	same	same	same	same
	11-Mar-18	Sunday			
11	12-Mar-18	Necessary documents to get Visa on Arrival	same	same	Boating
	13-Mar-18	same	Tourism organization in Haryana	same	same
	14-Mar-18	Online Visa Registration and ETA	same	Procedure for recognitions of Agency and tour operations from Govt. of India.	SCUBA diving and coastal activities
	15-Mar-18	same	same	same	same
	16-Mar-18	Schengen Visa	same	same	same
	17-Mar-18	same	Haryana Tourism Policy - 2008	same	Group discussion
	18-Mar-18	Sunday			
	19-Mar-18	U.S. Visa	same	Group discussion	Revision of unit 3

12	20-Mar-18	same	same	Revision of unit 3	Test: Unit 3
	21-Mar-18	U.K. Visa	same	Test: Unit 3	Air based activities
	22-Mar-18	same	Group discussion	Tour Packaging – Concept	same
	23-Mar-18	Shaheedi Diwas of Bhagat Singh, Rajguru & Sukhdev			
	24-Mar-18	Revision Unit 3	Revision of unit 3	same	same
	25-Mar-18	Sunday/ Ram Navami			
13	26-Mar-18	Test : Unit 3	Test: Unit 3	same	Hang gliding
	27-Mar-18	Travel and baggage insurance	Tourism Trends in Haryana	Tour Packaging – meaning	same
	28-Mar-18	same	same	same	same
	29-Mar-18	Mahavir Jayanti			
	30-Mar-18	Disembarkation card and Baggage rules	same	same	Hot air ballooning
	1-Apr-18	Sunday			
14	2-Apr-18	same	same	Tour Packaging – types	same
	3-Apr-18	Currency regulation	Major types of tourism in Haryana	same	Sky diving
	4-Apr-18	same		same	same
	5-Apr-18	Foreign regional registration office.	same	Role and contribution of Air Couriers in India in promotion of tour package business	Places, organizations associated with above activities.
	6-Apr-18	same	same	same	same
	7-Apr-18	Health regulations	Major tourist destinations of Haryana	same	same
	8-Apr-18	Sunday			
15	9-Apr-18	same	same	same	same
	10-Apr-18	Yellow fever	same	Role and contribution of Indian Railways in India in promotion of tour package business.	Equipments associated with above activities.
	11-Apr-18	same	same	same	same

15	12-Apr-18	Malaria	same	same	same
	13-Apr-18	same	same	same	same
	14-Apr-18	Dr Ambedkar Jayanti / Vaisakhi			
	15-Apr-18	Sunday			
16	16-Apr-18	H.I.V. certificates	Group discussion	Group discussion	same
	17-Apr-18	same	Revision of Unit 4	Revision of Unit 4	Group discussion
	18-Apr-18	Parashurama Jayanti			
	19-Apr-18	Revision of Unit 4	Test of unit 4	Test of unit 4	Revision of Unit 4
	20-Apr-18	Test of unit 4	Revision of whole syllabus	Revision of whole syllabus	Test of unit 4
	21-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	22-Apr-18	Sunday			
17	23-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	24-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	25-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	26-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	27-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	28-Apr-18	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus	Revision of whole syllabus
	29-Apr-18	Sunday			