**GBN Govt. Polytechnic Nilokheri, Karnal**

**Electrical Engineering Department**

**Lesson plan**

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| **Lesson plan** | |
| **Name of Faculty** | Sh. Naveen Sharma |
| **Discipline** | ElectricalEngineering |
| **Semester** | 6th |
| **Subject** | EDM |
| **Lesson Plan Duration** | 16-week (From March 2023 to June 2023) Theory:03 |

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| **Week** | **Theory** | |
|  | **Lecture**  **Day** | **Topic (Including Assignment and Test)** |
| 1st | Day1 | **SECTION–A ENTREPRENEURSHIP** Concept /Meaning and its need |
| Day2 | Qualities and functions of entrepreneur and barriers in entrepreneurship |
| Day3 | Sole proprietorship and partnership forms of business organizations |
| 2nd | Day1 | SchemesofassistancebyentrepreneurialsupportagenciesatNational,State,District  level:NSIC,NRDC,DC:MSMESIDBI, |
| Day2 | NABARD, Commercial Banks SIDBI, NABARD, Commercial Banks |
| Day3 | TechnologyBusinessIncubator(TBI)andScienceandTechnology,Entrepreneur  Parks (STEP). |
| 3rd | Day1 | Assignment/Problem Solution |
| Day2 | **Unit:2MarketSurveyandOpportunityIdentification** |
| Day3 | Scanning of business environment |
| 4th | Day1 | SalientfeaturesofNationalandStateindustrialpoliciesandresultantbusiness  opportunities |
| Day2 | Typesandconductofmarketsurvey,Assessmentofdemandandsupplyinpotential  Areas of growth, Identifying business opportunity |
| Day3 | Considerations in product selection |
| 5th | Day1 | Assignment/Problem Solution |
| Day2 | **3:ProjectreportPreparation** |
| Day3 | Preliminary project report |
| 6th | Day1 | Detailed project report including technical, |
| Day2 | economicandmarketfeasibility |
| Day3 | Commonerrorsinprojectreportpreparations |
| 7th | Day1 | Exercisesonpreparationofprojectreport |
| Day2 | Assignment/ProblemSolution |
| Day3 | **SECTION–B4MANAGEMENT**Definitionsandimportanceofmanagement |
| 8th | Day1 | Functionsofmanagement:ImportanceandProcessofplanning,organizing,Staffing,directingandcontrollingPrinciples of management (HenriFayol, F.W.Taylor) |
| Day2 | Conceptandstructureofanorganization,TypesofindustrialorganizationsLine  organizationb)Lineandstafforganizationc) FunctionalOrganization |
| Day3 | **5:LeadershipandMotivation**introductionLeadership,DefinitionandNeed |
| 9th | Day1 | QualitiesandfunctionsofaleaderManager Vsleader,Typesofleadership |
| Day2 | Motivation:Definitionsandcharacteristics,Factorsaffectingmotivation, |
| Day3 | Theoriesofmotivation(Maslow,Herzberg,McGregor) |
| 10th | Day1 | **6:ManagementScopeinDifferentAreas**, HumanResourceManagement |
| Day2 | Introductionandobjective,IntroductiontoManpowerplanning |
| Day3 | recruitmentandselectionIntroductiontoperformanceappraisalmethods |
| 11th | Day1 | MaterialandStoreManagementIntroductionfunctions,andobjectives |
| Day2 | ABCAnalysisandEOQ,Marketingandsales,Introduction,importance,andits  functionsPhysicaldistribution,Introductiontopromotionmix |
| Day3 | Elementaryknowledgeofincometax,salestax,exciseduty,customdutyand  VAT,GST |
| 12h | Day1 | **7:WorkCulture;** Introduction and importance of Healthy Work Culture in  Organization |
| Day2 | Componentsof Culture,Importanceofattitude,valuesandbehavior, |
| Day3 | Behavioral Science –Individual and group behavior. |
| 13th | Day1 | Professional ethics–Conceptandneedof ProfessionalEthicsand humanvalues. |
| Day2 | **8:BasicofAccountingandFinance**,Meaninganddefinitionofaccounting,Double  entrysystemof bookkeeping, |
| Day3 | Tradingaccount, LAaccountandbalancesheetof acompany |
| 14th | Day1 | ObjectivesofFinancialManagement,ProfitMaximizationv/sWealthMaximization |
| Day2 | **9:MiscellaneousTopics**CustomerRelationManagement(CRM)Definitionand need,  TypesofCRM |
| Day3 | TotalQualityManagement(TQM), |
| 15th | Day1 | StatisticalprocesscontrolTotalemployeesInvolvementJustintime(JIT) |
| Day2 | IntellectualPropertyRight (IPR),Introductions |
| 16th | Day1 | DefinitionanditsimportanceInfringement relatedtopatents,copyright,trademark |