**Lesson Plan**

**Name of Faculty: KRISHAN KUMAR**

**Discipline: Electronics & Comm. Egg.**

**Semester: 6th**

**Subject: EDM**

**Lesson Plan Duration: 16 weeks**

**Work load (Lecture /Practical) per week (in Hours): Lectures—03**

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| **Week** |  | **Theory** |
| **Lecture Day** | **Topic (Including Assignment/ Test)** |
| 1st | 1 | Concept /Meaning and need of Entrepreneurship |
| 2 | Qualities and functions of entrepreneur and barriers in entrepreneurship |
| 3 | Sole proprietorship and partnership forms and other forms of business organisations |
| 2nd | 4 | Schemes of assistance by entrepreneurial support agencies at National, State, District – level |
| 5 | NSIC, NRDC, DC, MSME |
| 6 | NABARD, NIESBUD, HARDICON Ltd., |
| 3rd | 7 | Commercial Banks, SFC’s TCO, KVIB, DIC |
| 8 | Technology Business Incubators (TBI) |
| 9 | Science and Technology Entrepreneur Parks |
| 4th | 10 | Assignment |
| 11 | Scanning of the business environment |
| 12 | Salient features of National and Haryana State industrial policies and resultant business opportunities |
| 5th | 13 | Types and conduct of market survey |
| 14 | Assessment of demand and supply in potential areas of growth |
| 15 | Identifying business opportunity |
| 6th | 16 | Considerations in product selection |
| 17 | Converting an idea into a business opportunity |
| 18 | Assignment |
| 7th | 19 | Project report Preparation: Preliminary project report |
| 20 | Detailed project report including technical, economic and market feasibility |
| 21 | Common errors in project report preparations |
| 8th | 22 | Exercises on preparation of project report |
| 23 | Sample project report |
| 24 | Assignment |
| 9th | 25 | Test |
| 26 | Definitions and importance of management Functions of management: Importance and process of planning, organising, staffing, directing and controlling |
| 27 | Principles of management (Henri Fayol, F.W. Taylor) |
| 10th | 28 | Concept and structure of an organisation Types of industrial organisations and their advantages Line organisation, staff organisation |
| 29 | Line and staff organisation  Functional Organisation |
| 30 | Leadership |
| 11th | 31 | Motivation |
| 32 | Assignment |
| 33 | Human Resource Management |
| 12th | 34 | Material and Store Management |
| 35 | Marketing and sales |
| 36 | Financial Management |
| 13th | 37 | Assignment |
| 38 | Test |
| 39 | Introduction and importance of Healthy Work Culture in organization, Components of Culture |
| 14th | 40 | Importance of attitude, values and behaviour  Behavioural Science – Individual and group behavior |
| 41 | Professional ethics – Concept and need of Professional Ethics and human values |
| 42 | Assignment |
| 15th | 43 | Basic of Accounting: |
| 44 | Objectives of Financial Management |
| 45 | Total Quality Management (TQM) |
| 16th | 46 | Intellectual Property Right (IPR |
| 47 | Assignment |
| 48 | Revision |