**Lesson Plan**

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| Name of the Faculty | : | Krishan Lal |
| Discipline | : | Computer Engineering |
| Semester | : | 6th |
| Subject | : | **ENTREPRENEURSHIP DEVELOPMENT AND** |
| **c** |  | **MANAGEMENT** |
| Lesson Plan duration | : | 15 weeks (from January, 2019 to April, 2019) |
| Work load per week | : | Lecture – 03 |
| Week |  | Theory |
|  | Lecture | Topic |
|  | Day | (Including assessment/test) |
| 1st | 1st | Introduction: Concept /Meaning and need of entrepreneurship |
|  | 2nd | Qualities and functions of entrepreneur and barriers in entrepreneurship |
|  | 3rd | Sole proprietorship and partnership forms of business organization |
| 2nd | 4th | Schemes of assistance by entrepreneurial support agencies at National |
|  |  | level organization |
|  | 5th | Schemes of assistance by entrepreneurial support agencies at State level |
|  |  | organization |
|  | 6th | Schemes of assistance by entrepreneurial support agencies at District level |
|  |  | organization |
| 3rd | 7th | NSIC, NRDC, DC |
|  | 8th | MSME, SIDBI |
|  | 9th | Commercial Banks, SFC’s TCO |
| 4th | 10th | KVIB, DIC |
|  | 11th | Technology Business Incubators (TBI) Science and Technology |
|  |  | Entrepreneur Parks |
|  |  |  |
|  | 12th | Market Survey and Opportunity Identification: Scanning of the business |
|  |  | environment |
| 5th | 13th | Salient features of National and State industrial policies and resultant |
|  |  | business opportunities |
|  | 14th | Supply in potential areas of growth, |
|  | 15th | Types and conduct of market survey & Assessment of demand |
| 6th | 16th | Identifying business opportunity, Considerations in product selection |
|  | 17th | 1st sessional test (Tentative) |
|  | 18th | Assessment |
| 7th | 19th | Project report Preparation |
|  | 20th | Preliminary project report |

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|  | 21st | Detailed project report including technical, economic |
| 8th | 22nd | Detailed project report including market feasibility |
|  | 23rd | Common errors in project report preparations |
|  | 24th | Exercises on preparation of project report |
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| 9th | 25th | Introduction to Management: Definitions and importance of management, |
|  |  | Functions of management |
|  |  |  |
|  | 26th | Importance and process of planning, organizing, staffing, directing and |
|  |  | controlling, Principles of management (Henri Fayol, F.W. Taylor) |
|  | 27th | Concept and structure of an organization & Line organization, Line and |
|  |  | staff organization & Functional Organisation |
| 10th | 28th | 2nd sessional test (Tentative) |
|  | 29th | Assessment |
|  | 30st | Leadership: Definition and Need, Qualities and functions of a leader, |
|  |  | Manager Vs leader, Types of leadership |
| 11th | 31nd | Motivation: Definitions and characteristics, Factors affecting motivation |
|  | 32rd | Theories of motivation (Maslow, Herzberg, Douglas, McGregor) |
|  | 33th | Human Resource Management: Introduction and objective, Introduction to |
|  |  | Man power planning, recruitment and selection |
| 12th | 34th | Introduction to performance appraisal methods |
|  | 35th | Material and Store Management: Introduction functions, and objectives of |
|  |  | ABC Analysis and EOQ |
|  | 36th | Marketing and sales : Introduction, importance, and its functions, Physical |
|  |  | distribution, |
|  |  |  |
| 13th | 37th | Financial Management: Introductions, importance and its functions |
|  |  |  |
|  | 38th | Elementary knowledge of income tax, sales tax, excise duty, custom duty |
|  |  | and VAT, |
|  | 39th | Customer Relation Management (CRM): Definition and need, Types of |
|  |  | CRM |
| 14th | 40st | process control, Total |
|  |  | employees Involvement |
|  |  |  |
|  | 41nd | Just in time (JIT) |
|  | 42rd | Intellectual Property Right (IPR): Introductions, definition and its |
|  |  | importance, Infringement related to patents, copy right, trade mark |
| 15th | 43th | 3rd sessional test (Tentative) |
|  | 44th | Assessment |
|  | 45th | Revision |

