

Lesson Plan- EDM

Name of the Faculty : Mr. Vikash (Theory)
Discipline : I&C Engineering
Semester : 6th
Subject : EDM
Lesson Plan Duration : 15 weeks (From 22/03/2021 to 02/07/2021)

Work Load (Lecture/Practical) per week(in hours)P: Lectures-03

	Lecture Day	Topic (including assignment/test)
1st	1st	Introduction : Concept /Meaning and its need Qualities and functions of entrepreneur and barriers in entrepreneurship
	2nd	Sole proprietorship and partnership forms of business organisations
	3rd	Schemes of assistance by entrepreneurial support agencies at National, State, District level: Introduction
2nd	4th	NSIC, NRDC, DC:MSME
	5th	SIDBI, NABARD, Commercial Banks
	6th	SFC's TCO
3rd	7th	KVIB,DIC,
	8th	Technology Business Incubator (TBI) and Science and Technology Entrepreneur Parks
	9th	Revision
4th	10th	Market Survey and Opportunity Identification/Ideation: Scanning of the business environment
	11th	Salient features of National and Haryana State industrial policies and resultant business opportunities
	12th	Types and conduct of market survey
5th	13th	Assessment of demand and supply in potential areas of growth
	14th	Identifying business opportunity
	15th	Considerations in product selection

6th	16th	Converting an idea into a business opportunity
	17th	Project report Preparation: Preliminary project report
	18th	Detailed project report including technical, economic and market feasibility
7th	19th	Common errors in project report preparations
	20th	Exercises on preparation of project report
	21st	Sample project report
8th	22nd	Introduction to Management : Definitions and importance of management Functions of management: Importance and process of planning, organising, staffing, directing and controlling
	23rd	Principles of management (Henri Fayol, F.W. Taylor) Concept and structure of an organisation
	24th	Types of industrial organisations and their advantages Line organisation, staff organisation
9th	25th	Line and staff organisation Functional Organisation
	26th	Leadership and Motivation: Leadership ,Definition and Need , Qualities and functions of a leader , Manager Vs leader
	27th	Types of leadership ,Case studies of great leaders
10th	28th	Motivation Definition and characteristics ,Importance of self motivation
	29th	Factors affecting motivation Theories of motivation (Maslow, Herzberg, Douglas, McGregor)
	30th	Management Scope in Different Areas: Human Resource Management Introduction and objective Introduction to Man power planning, recruitment and selection Introduction to performance appraisal methods
11th	31st	Material and Store Management Introduction functions, and objectives ABC Analysis and EOQ
	32nd	Marketing and sales Introduction, importance, and its functions Physical distribution Introduction to promotion mix Sales promotion
	33rd	Financial Management Introductions, importance and its functions knowledge of income tax, sales tax, excise duty, custom duty, VAT, GST
12th	34th	Work Culture: Introduction and importance of Healthy Work Culture in organization
	35th	Components of Culture Importance of attitude, values and behavior
	36th	Behavioral Science – Individual and group behavior. Professional ethics – Concept and need of Professional Ethics and human values
13th	37th	Revision/Test/Assignment
	38th	Basic of Accounting and Finance: Basic of Accounting: Meaning and definition of accounting Double entry system of book keeping
	39th	Trading account, PLA account and balance sheet of a company

14th	40th	Objectives of Financial Management : Profit Maximization v/s Wealth Maximization
	41st	Revision/Test/Assignment
	42nd	Total Quality Management (TQM) Statistical process control Total employees Involvement Just in time (JIT)
15th	43rd	Intellectual Property Right (IPR) Introduction, definition and its importance
	44th	Infringement related to patents, copy right, trade mark
	45th	Revision/Test/Assignment