Name of the faculty : Neeraj

Discipline :Comp.Egg.

Semester :6th

Subject :EDM

LessonplanDuration:15week( Feb-May 2024)

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| **Theory** |
| **Week** | **Lecture Day** | **Topic****(IncludingAssignmenttest)** | **Practical****Day** | **Topic** |
| 1st | 1st | * Concept /Meaning and its need
* Qualities and functions of entrepreneur and barriers in entrepreneurship
 | N.A | N.A |
|  | 2nd | * Sole proprietorship and partnership forms and other forms of business organisations
 | N.A | N.A |
|  | 3rd | * Schemes of assistance by entrepreneurial support agencies at National, State, District–level,organisation: NSIC, NRDC, DC, MSME, SIDBI, NABARD, NIESBUD,HARDICON

Ltd., Commercial Banks, SFC’sTCO,KVIB,DIC,Technology Business Incubators (TBI) andScience and Technology Entrepreneur Parks | N.A | N.A |
| 2nd | 1st | * Scanningofthebusiness environment
* Salient features of
 | N.A | N.A |

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|  |  | National and Haryana State industrial policies and resultant business opportunities |  |  |
|  | 2nd | * Types and conduct of market survey
* Assessment of demandand supply in potential areas of growth
 | N.A | N.A |
|  | 3rd | * Identifying business opportunity
* Considerationsinproduct selection
* Convertinganideaintoa business opportunity
 | N.A | N.A |
| 3rd | 1st | * Preliminaryprojectreport
* Detailed project report including technical, economic and market feasibility
 | N.A | N.A |
|  | 2nd | * Common errors in project report preparations
* Exercisesonpreparation of project report
* Sampleprojectreport
 | N.A | N.A |
|  | 3rd | * Definitions and

importance ofmanagement* Functionsofmanagement: Importance andprocessof planning, organising, staffing, directing and controlling
 | N.A | N.A |
| 4th | 1st | * Principles of management (Henri Fayol, F.W.Taylor)
 | N.A | N.A |

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|  | 2nd | * Conceptandstructureof an organisation
 | N.A | N.A |
|  | 3rd | Typesofindustrialorganisations and their advantages | N.A | N.A |
| 5th | 1st | * Line organisation, staff organisation
* Line and staff organisation
 | N.A | N.A |
|  | 2nd | FunctionalOrganisation | N.A | N.A |
|  | 3rd | LeadershipDefinitionandNeedQualities and functions of a leader | N.A | N.A |
| 6th | 1st | ManagerVsleader | N.A | N.A |
|  | 2nd | TypesofleadershipCasestudiesofgreatleaders | N.A | N.A |
|  | 3rd | b)MotivationDefinitionand characteristics | N.A | N.A |
| 7th | 1st | Importanceofselfmotivation | N.A | N.A |
|  | 2nd | HumanResourceManagement* Introductionandobjective
* Introduction to Man power planning, recruitment and selection
 | N.A | N.A |
|  | 3rd | * Introductiontoperformance appraisalmethods
 | N.A | N.A |
| 8th | 1st | MaterialandStoreManagement* Introductionfunctions,
 | N.A | N.A |

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|  |  | andobjectives ABC Analysis and EOQ |  |  |
|  | 2nd | Marketingandsales* Introduction, importance, and its functions
* Physicaldistribution
 | N.A | N.A |
|  | 3rd | Introductiontopromotionmix Sales promotion | N.A | N.A |
| 9th | 1st | FinancialManagement* Introductions, importance and its functions
 | N.A | N.A |
|  | 2nd | * knowledge of income tax, sales tax, excise duty, custom duty, VAT, GST
 | N.A | N.A |
|  | 3rd | Introduction and importance of Healthy Work Culture inorganizationComponentsofCulture | N.A | N.A |
| 10th | 1st | Importanceofattitude,valuesand behavior. | N.A | N.A |
|  | 2nd | Behavioural Science – Individual and group behavior. | N.A | N.A |
|  | 3rd | Professionalethics–Conceptand need of Professional Ethicsand humanvalues. | N.A | N.A |
| 11th | 1st | Meaning and definition of accounting | N.A | N.A |
|  | 2nd | Double entry system of book keepingTradingaccount,PLAaccountand balance sheet of a company | N.A | N.A |

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|  | 3rd | Objectives of FinancialManagement Profit Maximization v/s Wealth Maximization | N.A | N.A |
| 12th | 1st | Total Quality Management (TQM)Statisticalprocesscontrol | N.A | N.A |
|  | 2nd | TotalemployeesInvolvement Just in time (JIT) | N.A | N.A |
|  | 3rd | IntellectualPropertyRight(IPR)* Introduction,definition and its importance
* Infringementrelatedto patents, copy right, trade mark
 | N.A | N.A |