

LESSON PLAN

Name of the Faculty : B.S Kadam

Discipline Mechanical engineering

Semester 6th

Subject EDM

Lesson Plan duration : 15 weeks (from January , 2018 to April , 2018)

Work load (Lecture/ Practical) per week (in hours) : Lecture -03 practical-00

WEEK	THEORY		PRACTICAL
	Lecture day	Topic (including assignment and test)	Practical Day
1	1	1. Introduction (14 hrs)	
	2	• Concept /Meaning and its need	
	3	• Qualities and functions of entrepreneur and barriers in entrepreneurship	
2	4	• Sole proprietorship and partnership forms of business organisations	
	5	• Schemes of assistance by entrepreneurial support agencies at National,	
	6	State, District –level, organisation: NSIC, NRDC, DC, MSME, SIDBI,	
3	7	NABARD, Commercial Banks, SFC’s TCO, KVIB, DIC, Technology	
	8	Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
	9	2. Market Survey and Opportunity Identification (10 hrs)	
4	10	• Scanning of the business environment	
	11	• Salient features of National and State industrial policies and resultant	
	12	business opportunities	
5	13	• Types and conduct of market survey	
	14	• Assessment of demand and supply in potential	
	15	• Identifying business opportunity	
6	16	• Considerations in product selection	
	17	3. Project report Preparation (8 hrs)	
	18	• Preliminary project report	
7	19	• Detailed project report including technical, economic and market feasibility	
	20	• Common errors in project report preparations	
	21	• Exercises on preparation of project report	
	22	4. Introduction to Management (04 hrs)	
	23	• Definitions and importance of management	

8	24	• Functions of management: Importance and process of planning, organising,	
9	25	• Principles of management (Henri Fayol, F. W. Taylor)	
	26	• Concept and structure of an organisation	
	27	• Types of industrial organisations	
10	28	a) Line organisation	
	29	b) Line and staff organisation	
	30	c) Functional Organisation	
11	31	5. Leadership and Motivation (03 hrs)	
	32	a) Leadership	
	33	• Definition and Need Qualities and functions of a leader	
12	34	• Manager Vs leader Types of leadership b) Motivation	
	35	• Definitions and characteristics · Factors affecting motivation	
	36	• Theories of motivation (Maslow, Herzberg, Douglas McGregor)	
13	37	6. Management Scope in Different Areas Human Resource Management	
	38	• • Introduction and objective · Introduction to Man power planning, recruitment and selection	
	39	• Introduction to performance appraisal methods	
14	40	b) Material and Store Management	
	41	• Introduction functions, and objectives	
	42	• ABC Analysis and EOQ c) Marketing and sales · Introduction, importance, and its functions · Physical distribution	
15	43	• Introduction to promotion mix	
	44	• Sales promotion	
	45	Revision	