

Name of the faculty: Mrs Reena Rani

Discipline : Comp. Egg.

Semester : 6th

Subject : EDM

Lesson plan Duration : 15 week (From Jan 18 to April 18)

Theory				
Week	Lecture Day	Topic (Including Assignment test)	Practical Day	Topic
1st	1st	<ul style="list-style-type: none">• Concept /Meaning and its need• Qualities and functions of entrepreneur and barriers in entrepreneurship	N.A	N.A
	2nd	<ul style="list-style-type: none">• Sole proprietorship and partnership forms and other forms of business organisations	N.A	N.A
	3rd	<ul style="list-style-type: none">• 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's TCO, KVIB, DIC, Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	N.A	N.A
2nd	1st	<ul style="list-style-type: none">• Scanning of the business environment• Salient features of	N.A	N.A

		National and Haryana State industrial policies and resultant business opportunities		
	2nd	<ul style="list-style-type: none"> Types and conduct of market survey Assessment of demand and supply in potential areas of growth 	N.A	N.A
	3rd	<ul style="list-style-type: none"> Identifying business opportunity Considerations in product selection Converting an idea into a business opportunity 	N.A	N.A
3rd	1st	<ul style="list-style-type: none"> Preliminary project report Detailed project report including technical, economic and market feasibility 	N.A	N.A
	2nd	<ul style="list-style-type: none"> Common errors in project report preparations Exercises on preparation of project report Sample project report 	N.A	N.A
	3rd	<ul style="list-style-type: none"> Definitions and importance of management Functions of management: Importance and process of planning, organising, staffing, directing and controlling 	N.A	N.A
4th	1st	<ul style="list-style-type: none"> Principles of management (Henri Fayol, F.W. Taylor) 	N.A	N.A

	2nd	<ul style="list-style-type: none"> • Concept and structure of an organisation 	N.A	N.A
	3rd	Types of industrial organisations and their advantages	N.A	N.A
5th	1st	<ul style="list-style-type: none"> • Line organisation, staff organisation • Line and staff organisation 	N.A	N.A
	2nd	Functional Organisation	N.A	N.A
	3rd	<p>Leadership</p> <p>Definition and Need</p> <p>Qualities and functions of a leader</p>	N.A	N.A
6th	1st	Manager Vs leader	N.A	N.A
	2nd	Types of leadership Case studies of great leaders	N.A	N.A
	3rd	b) Motivation Definition and characteristics	N.A	N.A
7th	1st	Importance of self motivation	N.A	N.A
	2nd	<p>Human Resource Management</p> <ul style="list-style-type: none"> • Introduction and objective • Introduction to Man power planning, recruitment and selection 	N.A	N.A
	3rd	<ul style="list-style-type: none"> • Introduction to performance appraisal methods 	N.A	N.A
8th	1st	<p>Material and Store Management</p> <ul style="list-style-type: none"> • Introduction functions, 	N.A	N.A

		and objectives ABC Analysis and EOQ		
	2nd	Marketing and sales <ul style="list-style-type: none"> • Introduction, importance, and its functions • Physical distribution 	N.A	N.A
	3rd	Introduction to promotion mix Sales promotion	N.A	N.A
9th	1st	Financial Management <ul style="list-style-type: none"> • Introductions, importance and its functions 	N.A	N.A
	2nd	<ul style="list-style-type: none"> • knowledge of income tax, sales tax, excise duty, custom duty, VAT, GST 	N.A	N.A
	3rd	Introduction and importance of Healthy Work Culture in organization Components of Culture	N.A	N.A
10th	1st	Importance of attitude, values and behavior.	N.A	N.A
	2nd	Behavioural Science – Individual and group behavior.	N.A	N.A
	3 rd	Professional ethics – Concept and need of Professional Ethics and human values.	N.A	N.A
11th	1st	Meaning and definition of accounting	N.A	N.A
	2nd	Double entry system of book keeping Trading account, PLA account and balance sheet of a company	N.A	N.A

	3 rd	Objectives of Financial Management Profit Maximization v/s Wealth Maximization	N.A	N.A
12th	1st	Total Quality Management (TQM) Statistical process control	N.A	N.A
	2nd	Total employees Involvement Just in time (JIT)	N.A	N.A
	3rd	Intellectual Property Right (IPR) <ul style="list-style-type: none"> • Introduction, definition and its importance • Infringement related to patents, copy right, trade mark 	N.A	N.A