Name of the faculty : Neeraj

Discipline :Comp.Egg.

Semester :6th

Subject :EDM

LessonplanDuration:15week( Feb-May 2024)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **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 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  | 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 of  management   * 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 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | 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 | Leadership  DefinitionandNeed  Qualities and functions of a leader | N.A | N.A |
| 6th | 1st | ManagerVsleader | N.A | N.A |
|  | 2nd | Typesofleadership  Casestudiesofgreatleaders | N.A | N.A |
|  | 3rd | b)Motivation  Definitionand 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 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  | 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 inorganization  ComponentsofCulture | 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 keeping  Tradingaccount,PLAaccountand balance sheet of a company | N.A | N.A |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  |  |  |  |
|  | 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 |