

Lesson Plan

Name of Faculty: Dr. Sanjeev Sheoran
Discipline: Electronics & Comm. Egg.
Semester: 6th
Subject: EDM

Lesson Plan Duration: 16 weeks

Work load (Lecture /Practical) per week (in Hours): Lectures—03

Week	Theory	
	Lecture Day	Topic (Including Assignment/ Test)
1 st	1	Concept /Meaning and need of Entrepreneurship
	2	Qualities and functions of entrepreneur and barriers in entrepreneurship
	3	Sole proprietorship and partnership forms and other forms of business organisations
2 nd	4	Schemes of assistance by entrepreneurial support agencies at National, State, District – level
	5	NSIC, NRDC, DC, MSME
	6	NABARD, NIESBUD, HARDICON Ltd.,
3 rd	7	Commercial Banks, SFC's TCO, KVIB, DIC
	8	Technology Business Incubators (TBI)
	9	Science and Technology Entrepreneur Parks
4 th	10	Assignment
	11	Scanning of the business environment
	12	Salient features of National and Haryana State industrial policies and resultant business opportunities
5 th	13	Types and conduct of market survey
	14	Assessment of demand and supply in potential areas of growth
	15	Identifying business opportunity
6 th	16	Considerations in product selection
	17	Converting an idea into a business opportunity
	18	Assignment
7 th	19	Project report Preparation: Preliminary project report
	20	Detailed project report including technical, economic and market feasibility
	21	Common errors in project report preparations
8 th	22	Exercises on preparation of project report
	23	Sample project report
	24	Assignment
9 th	25	Test
	26	Definitions and importance of management Functions of management: Importance and process of planning, organising, staffing, directing and controlling
	27	Principles of management (Henri Fayol, F.W. Taylor)
10 th	28	Concept and structure of an organisation Types of industrial organisations and their advantages Line organisation, staff organisation
	29	Line and staff organisation Functional Organisation
	30	Leadership
11 th	31	Motivation
	32	Assignment
	33	Human Resource Management
12 th	34	Material and Store Management

	35	Marketing and sales
	36	Financial Management
13 th	37	Assignment
	38	Test
	39	Introduction and importance of Healthy Work Culture in organization, Components of Culture
14 th	40	Importance of attitude, values and behaviour Behavioural Science – Individual and group behavior
	41	Professional ethics – Concept and need of Professional Ethics and human values
	42	Assignment
15 th	43	Basic of Accounting:
	44	Objectives of Financial Management
	45	Total Quality Management (TQM)
16 th	46	Intellectual Property Right (IPR)
	47	Assignment
	48	Revision