

Lesson Plan

Name of the Faculty:	Mr. Rameshwar
Discipline:	Electrical engg.
Semester:	6 th
Subject:	ENTREPRENEURSHIP DEVELOPMENT AND MANAGEMENT

Lesson Plan Duration: 15 weeks(from January , 2018 to April2018)

**Work Load (Lecture/Practical)per week(in hours): Lectures-03,Practicals-00

Week	Theory	
	Lecture day	Topic(including assignment/test)
1 st	1 st	<ul style="list-style-type: none"> Will Discuss Learning outcomes of Entrepreneurship Development & Management subject
		<ul style="list-style-type: none"> Introduction to syllabus of Entrepreneurship Development & Management subject
	2 nd	SECTION – A ENTREPRENEURSHIP
		Unit-1 Entrepreneurship
		<ul style="list-style-type: none"> Concept /Meaning and its need, Qualities of Entrepreneurship
	3 rd	<ul style="list-style-type: none"> Functions of entrepreneur and Barriers in entrepreneurship
2 nd	1 st	<ul style="list-style-type: none"> Sole proprietorship and partnership forms of business organizations
	2 nd	<ul style="list-style-type: none"> Schemes of assistance by entrepreneurial support agencies at National, State, District level: National Small Industries corporation(NSIC),
	3 rd	<ul style="list-style-type: none"> NRDC , DC:MSME,
3 rd	1 st	<ul style="list-style-type: none"> Small Industries Service Institute (SIDBI), Nationals Bank for Agriculture and Rural Development(NABARD)
	2 nd	<ul style="list-style-type: none"> Commercial Banks
	3 rd	<ul style="list-style-type: none"> State Financial Corporation's (SFC's), Technical Consultancy Organizations (TCO)
	4 th	1 st
2 nd		<ul style="list-style-type: none"> Technology Business Incubator (TBI) and Science and Technology Entrepreneur Parks (STEP).

	3 rd	Unit-2 Market Survey and Opportunity Identification:- <ul style="list-style-type: none"> Scanning of business environment Salient features of National and State industrial policies and resultant business opportunities 		
5 th	1 st	<ul style="list-style-type: none"> Types and conduct of market survey. Assessment of demand and supply in potential areas of growth 		
		<ul style="list-style-type: none"> Identifying business opportunity. Considerations in product selection 		
	3 rd	<ul style="list-style-type: none"> Revision/queries of unit 1,2. First assignment will be given 		
	6 th	1 st	<ul style="list-style-type: none"> Assignment –I check Tentative 1st sessional test Evaluation of sessional marks etc. 	
2 nd			<ul style="list-style-type: none"> Assignment –I check Tentative 1st sessional test Evaluation of sessional marks etc. 	
			<ul style="list-style-type: none"> Display and analysis of sessional marks. Seminal/group discussion as per evaluation scheme 	
3 rd				
7 th		1 st	Unit-3 Project report Preparation:- <ul style="list-style-type: none"> Preliminary project report. Detailed project report including technical 	
			2 nd	<ul style="list-style-type: none"> Economic and market feasibility. Common errors in project report preparations,
				3 rd
	8 th	1 st	SECTION –B MANAGEMENT	
			Unit-4:- Introduction to Management: <ul style="list-style-type: none"> Definitions and importance of management, Functions of management 	
			<ul style="list-style-type: none"> Importance and Process of planning, organising, Staffing, directing and controlling , 	
2 nd				
3 rd		<ul style="list-style-type: none"> Principles of management (Henri Fayol, F.W. Taylor) Concept and structure of an organisation 		
9 th	1 st	<ul style="list-style-type: none"> Types of industrial organisations 		

		a) Line organization
		b) Line and staff organization
		c) Functional Organisation
	2 nd	Unit-5 :-Leadership and Motivation:
		5(a) Leadership-
		• Definition and Need ,Qualities
		• Functions of a leader
	3 rd	• Manager Vs leader ,
		• Types of leadership
10 th	1 st	5(b) Motivation-
		• Definitions and characteristics
		• Factors affecting motivation ,
	2 nd	• Theories of motivation (Maslow, Herzberg, McGregor)
	3 rd	• Revision/queries of unit 3,4,5.
		• Second assignment will be given
11 th	1 st	• Assignment –II check
		• Tentative 2 nd sessional test
		• Evaluation of sessional marks etc.
	2 nd	• Assignment –II check
		• Tentative 2 nd sessional test
		• Evaluation of sessional marks etc
	3 rd	• Display and analysis of sessional marks.
		• Seminal/group discussion as per evaluation scheme
12 th	1 st	Unit-6 :-Management Scope in Different Areas:
		6(a) Human Resource Management:
		• Introduction and objective,
		• Introduction to Man power planning and Selection,
		• Introduction to performance appraisal methods
	2 nd	6(b) Material and Store Management:
		• Introduction functions, and objectives,
		• ABC Analysis , EOQ analysis ,
	3 rd	6(c) Marketing and sales:
		• Introduction, importance, and its functions,
		• Physical distribution,
		• Introduction to promotion mix,
		• Sales promotion ,

13 th	1 st	6(d) Financial Management:
		<ul style="list-style-type: none"> • Introductions, importance and its functions • Elementary knowledge of income tax sales tax, excise duty, custom duty and VAT
	2 nd	Unit-7:-Miscellaneous Topics
		7(a) Customer Relation Management (CRM):
		<ul style="list-style-type: none"> • Definition and need, • Types of CRM
	3 rd	7(b)Total Quality Management (TQM):
		<ul style="list-style-type: none"> • Statistical process control, • Total employees Involvement, • Just in time (JIT)
14 th	1 st	7(c)Intellectual Property Right (IPR):
		<ul style="list-style-type: none"> • Introductions, definition and its importance, • Infringement related to patents, • copy right, trade mark
	2 nd	<ul style="list-style-type: none"> • 3rd assignment will be given • Revision/ queries of unit-6,7
	3 rd	<ul style="list-style-type: none"> • Assignment –III check • Tentative 3rd sessional test • Evaluation of sessional marks etc.
15 th	1 st	<ul style="list-style-type: none"> • Assignment –III check • Tentative 3rd sessional test • Evaluation of sessional marks etc
	2 nd	<ul style="list-style-type: none"> • Display/analysis of 3rd sessional test. • Seminal/group discussion as per evaluation scheme
	3 rd	<ul style="list-style-type: none"> • Remedial will be taken if any shortcomings found • Previous state boards question will be carried out, any other left out topic