

Discipline : **Computer Engg.**

Semester : 6th

Subject : EDM

Lesson Plan Duration : 15 weeks

****Workload (Lecture/Practical) per week (in hours): Lectures-03, practicals-Nil**

Week	Theory		Practical	
	Lecture day	Topic (Including assignment/test)	Practical Day	Topic
1st	1st	SECTION – A ENTREPRENEURSHIP Chapter 1. Introduction	N/A	N/A
		Concept/Meaning and its need, Qualities of entrepreneur	N/A	N/A
	2nd	Functions of entrepreneur and barriers in entrepreneurship	N/A	N/A
	3rd	Sole proprietorship and partnership forms of business organisations	N/A	N/A
2nd	4th	Schemes of assistance by entrepreneurial support agencies at National, State, District –level, organisation: NSIC, NRDC	N/A	N/A
	5th	DC, MSME, SIDBI	N/A	N/A
	6th	NABARD, Commercial Banks	N/A	N/A
3rd	7th	SFC's TCO, KVIB, DIC	N/A	N/A
	8th	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	N/A	N/A
	9th	Revision	N/A	N/A
4th	10th	Chapter 2. Market Survey and Opportunity Identification	N/A	N/A
		Scanning of the business environment	N/A	N/A
	11th	Salient features of National and State industrial policies and resultant	N/A	N/A
	12th	Types of market survey	N/A	N/A
5th	13th	Conduct of market survey	N/A	N/A
	14th	Assessment of demand and supply in potential areas of growth	N/A	N/A
	15th	Identifying business opportunity	N/A	N/A
6th	16th	Considerations in product selection	N/A	N/A
	17th	Revision Assignment No.1: (including Unit 1 & Unit 2)	N/A	N/A
	18th	Test	N/A	N/A
7th	19th	Chapter 3. Project report Preparation	N/A	N/A
		Preliminary project report	N/A	N/A
	20th	Detailed project report	N/A	N/A
	21st	Technical, economic feasibility	N/A	N/A
8th	22nd	Market feasibility	N/A	N/A
	23rd	Common errors in project report preparations	N/A	N/A
	24th	Exercises on preparation of project report	N/A	N/A
9th	25th	SECTION – B MANAGEMENT Chapter 4. Introduction to Management	N/A	N/A
		Definitions and importance of management, Principles of management (Henri Fayol, F.W. Taylor)	N/A	N/A
	26th	Functions of management: Importance and process of planning, organising, staffing, directing and controlling	N/A	N/A

	27th	Concept and structure of an organisation, Types of industrial organisations Line organisation a)	N/A	N/A
10th	28th	b) Line and staff organisation Functional Organisation c)	N/A	N/A
	29th	Chapter 5. Leadership and Motivation	N/A	N/A
		a) Leadership Definition and Need, Qualities and functions of a leader	N/A	N/A
	30th	Manager Vs leader, Types of leadership b) Motivation Definitions and characteristics	N/A	N/A
11th	31st	Factors affecting motivation, Theories of motivation (Maslow, Herzberg, Douglas, McGregor) Assignment No. 2: (including Unit 3, 4 & 5)	N/A	N/A
	32nd	Revision	N/A	N/A
	33rd	Test	N/A	N/A
12th	34th	Chapter 6. Management Scope in Different Areas	N/A	N/A
		a) Human Resource Management Introduction and objective, Introduction to Man power planning,	N/A	N/A
	35th	Recruitment and selection, introduction to performance appraisal methods	N/A	N/A
	36th	b) Material and Store Management Introduction functions, and objectives	N/A	N/A
13th	37th	ABC Analysis and EOQ c) Marketing and sales Introduction, importance, and its functions	N/A	N/A
	38th	Physical distribution, Introduction to promotion mix, Sales promotion	N/A	N/A
	39th	d) Financial Management Introduction, importance and its functions,	N/A	N/A
14th	40th	Elementary knowledge of income tax, sales tax, excise duty, custom duty and VAT	N/A	N/A
	41st.	Chapter 7. Miscellaneous Topics	N/A	N/A
		a) Customer Relation Management (CRM) Definition and need, Types of CRM	N/A	N/A
42nd	b) Total Quality Management (TQM) Statistical process control, Total employees Involvement, Just in time (JIT)	N/A	N/A	
15th	43rd	Introductions, definition and its importance, Infringement related to patents, copyright, trade mark	N/A	N/A
	44th	Revision Assignment No. 3: (including Unit 7 & Unit 8)	N/A	N/A
	45th	Test	N/A	N/A

(Signature of the teacher concerned with date)