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|  | **Lesson Plan** |
| Name of Faculty | : SUNIL KUMAR |
| Discipline | : ELECTRICAL ENGG. |
| Semester | : 6th |

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| Subject | : ENTREPRENEURSHIP DEVELOPMENT & ANAGEMENT |

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| Lesson Plan Duration | : 18 Weeks ( From 15-02-2024 to 14-06-2024) |
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|  |  | **Theory** |
| **Week** | **Lecture** | **Topic** |
|  | **Day** | **(including assignment/test )** |
| **1st** | 1 | **UNIT – I : - ENTREPRENEURSHIP**  Introduction, Concept/Meaning and its need, Qualities of entrepreneur |
| 2 | Functions of entrepreneur and barriers in entrepreneurship,  Sole proprietorship and partnership forms of business organisations |
| 3 | Schemes of assistance by entrepreneurial support agencies at National, State, District–level, organisation: NSIC, NRDC, DC,MSME, SIDBI, NABARD, NIESBUD, HARDICON Ltd.,Commercial Banks , |
| **2nd** | 4 | SFC’sTCO,KVIB,DIC , Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks |
| 5 | **Revision Unit - I** |
| 6 | Notebook Check and Doubts/Assignment/ Class Test |
| **3rd** | 7 | **Unit – II : - Market Survey and Opportunity Identification**  Scanning of the business environment |
| 8 | Salient features of National and Haryana State  Industrial policies and resultant |
| 9 | Types of market survey, Conduct of market survey, Assessment of demand and supply in potential areas of growth |
| **4th** | 10 | Identifying business opportunity, Considerations in product selection |
| 11 | **Revision Unit - II** |
| 12 | Notebook Check and Doubts /Assignment/ Class Test |
| **5th** | 13 | **UNIT – III : - Project report Preparation**  Preliminary project report, |
| 14 | Detailed project report including Technical,economic and market feasibility, |
| 15 | Common errors in project report preparations,  Exercises on preparation of project report |
| **6th** | 16 | **Revision Unit - III** |
| 17 | Notebook Check and Doubts |
| 18 | Assignment/ Class Test |
| **7th** | 19 | **UNIT – IV : - MANAGEMENT**  Definitions and importance of management, Principles of management (Henri Fayol, F.W. Taylor) |
| 20 | Functions of management: Importance and  Process of planning, organising, staffing, directing and controlling |
| 21 | Concept and structure of an organisation, Types of industrial organizations AND their advantages |
| **8th** | 22 | Line Organisation, Staff Oranisation  Line and staff organization  Functional Organisation |
| 23 | **Revision Unit - IV** |
| 24 | Notebook Check and Doubts |
| **9th** | 25 | Assignment/ Class Test |
| 26 | **Unit – V : - Leadership and Motivation**   1. Leadership : Definition and Need, Qualities and function of a leader |
| 27 | Manager Vs Leader  Types of Leadership  Case studies of great leaders |
| **10th** | 28 | 1. Motivation : Definition and characteristics, Importance of self motivation |
| 29 | Factors affecting motivation  Theories of motivation (Maslow, Herzberg, Douglas, McGregor) |
| 30 | **Revision Unit - V** |
| **11th** | 31 | Notebook Check and Doubts /Assignment/ Class Test |
| 32 | **UNIT – VI : - Management Scope in Different Areas**  a)Human Resource Management : Introduction and objective, Introduction to Man power planning, Recruitment and selection, Introduction to performance appraisal methods |
| 33 | **b) Material and Store Management :** Introduction functions, and objectives, ABC Analysis and EOQ |
| **12th** | 34 | **c) Marketing and sales:** Introduction, importance, and its functions,  Physical distribution ,Introduction to promotion mix,  Sales promotion |
| 35 | **d)Financial Management :** Introduction, importance and its functions,  Knowledge of income tax, sales tax, excise duty, custom duty and VAT, GST |
| 36 | **Revision Unit - VI** |
| **13th** | 37 | Notebook Check and Doubts/ Assignment/ Class Test |
| 38 | **UNIT – VII : - Work Culture**  Introduction and importance of healthy work culture in organization,  Components of culture |
| 39 | Imortance of attitude, value and b ehaviour  Behavioural science – Individual and group behaviou |
| **14th** | 40 | Professional ethics – Concept and need of professional Ethics and human values. |
| 41 | **Revision Unit - VII** |
| 42 | Notebook Check and Doubts/ Assignment/ Class Test |
| **15th** | 43 | **UNIT – VIII : - Basic of Accounting and Finance**   1. Basic of Accounting : Meaning and definition of accounting, |
| 44 | Double entry system of book keeping,  Trading account,  PLA account and balance sheet of a company |
| 45 | 1. Objectives of Financial Management : - Profit Maximization v/s Wealth Maximization |
| **16th** | 46 | **UNIT – IX : - Miscellaneous Topics**   1. Total Quality Management (TQM) |
| 47 | Statistical process control,  Total Employees Involvement,  Just in Time (JIT) |
| 48 | 1. Intellectual Property Right (IPR) : Introduction, Definition and its importance |
| **17th** | 49 | Infringement related to ptents, copy right, trade mark |
| 50 | **Revision Unit - IX** |
| 51 | Notebook Check and Doubts |
| **18th** | 52 | Assignment/ Class Test |
| 53 | Questionnaire |
| 54 | Revision of Previous Year Question Paper |