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| **Lesson plan** |
| **Name of Faculty** | **Sh. Lalit Prakash** |
| **Discipline** | **Electrical Engineering** |
| **Semester** | **6th** |
| **Subject** | **EDM** |
| **Lesson Plan Duration** | **15 week (From Feb 2024 to June 2024)Theory : 03** |
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| **Week** | **Theory** |
|  | **Lecture****Day** | **Topic (including assignment and test)** |
| 1st | Day 1 | **SECTION – A** ENTREPRENEURSHIP Concept /Meaning and its need |
| Day2 | Qualities and functions of entrepreneur and barriers in entrepreneurship |
| Day 3 | Sole proprietorship and partnership forms of business organisations |
| 2nd | Day 1 | Schemes of assistance by entrepreneurial support agencies at National, |
| Day2 | State, District level: NSIC, |
| Day 3 | NRDC,DC:MSME SIDBI, NABARD, Commercial Banks SIDBI, NABARD,Commercial Banks |
| 3rd | Day 1 | Technology Business Incubator (TBI) and Science and Technology |
| Day2 | Entrepreneur Parks (STEP). |
| Day 3 | Assignment/Problem Solution |
| 4th | Day 1 | **Unit:2 Market Survey and Opportunity Identification** |
| Day2 | Scanning of business environment |
| Day 3 | Salient features of National and State industrial policies |
| 5th | Day 1 | and resultant business opportunities |
| Day2 | Types and conduct of market survey |
| Day 3 | Assessment of demand and supply in potential areas of growth |
| 6th | Day 1 | Identifying business opportunity |
| Day2 | Considerations in product selection |
| Day 3 | Assignment/Problem Solution |
| 7th | Day 1 | **3:Project report Preparation** |
| Day2 | Preliminary project report |
| Day 3 | Detailed project report including technical, |
| 8th | Day 1 | economic and market feasibility |
| Day2 | Common errors in project report preparations |
| Day 3 | Exercises on preparation of project report |
| 9th | Day 1 | Assignment/Problem Solution |
| Day2 | Class test |
| Day 3 | **SECTION –B MANAGEMENT** Definitions and importance of management |
| 10th | Day 1 | Functions of management: Importance and Process of planning, organizing, |
| Day2 | Staffing, directing and controlling |
| Day 3 | Principles of management (Henri Fayol, F.W. Taylor) |
| 11th | Day 1 | Concept and structure of an organisation |
| Day2 | Types of industrial organisations Line organization b) Line and staff organisation c)Functional Organisation |
| Day 3 | **5:Leadership and Motivation** introduction Leadership, Definition and Need |
| 12h | Day 1 | Qualities and functions of a leader Manager Vs leader, Types of leadership |
| Day2 | Motivation: Definitions and characteristics, Factors affecting motivation, |
| Day 3 | Theories of motivation (Maslow, Herzberg, McGregor) |
| 13th | Day 1 | **6: Management Scope in Different Areas** , Human Resource ManagementIntroduction and objective |
| Day2 | Introduction to Man power planning, recruitment and selection Introduction toperformance appraisal methods |

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|  | Day 3 | Material and Store Management Introduction functions, and objectives |
| 14th | Day 1 | ABC Analysis and EOQ, Marketing and sales, Introduction, importance, and itsfunctions |
| Day2 | Physical distribution, Introduction to promotion mix, Sales promotion |
| Day 3 | Financial Management, Introductions, importance and its functionsElementary knowledge of income tax, sales tax, excise duty, custom duty and VAT |
| 15th | Day 1 | **7: Miscellaneous Topics** Customer Relation Management (CRM) Definition andneed, Types of CRM |
| Day2 | Total Quality Management (TQM),Statistical process control Total employeesInvolvement Just in time (JIT) |
| Day 3 | Intellectual Property Right (IPR),Introductions, definition and its importanceInfringement related to patents, copy right, trade mark |