Name of the Faculty : Pardeep Kumar

**Discipline : Computer Engg.**

**Semester :** 6th

**Subject :** EDM

**Lesson Plan Duration :** 15 weeks

\*\*Work load (Lecture / Practical) per week(in hours): Lectures-03, practical -Nil

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| **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: (inclluding 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 |

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|  | 27th | Concept and structure of an organisation, Types of industrial organisations a)  Line organisation | N/A | N/A |
| 10th | 28th | b) Line and staff organisation c)  Functional Organisation | 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, copy right,  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 |