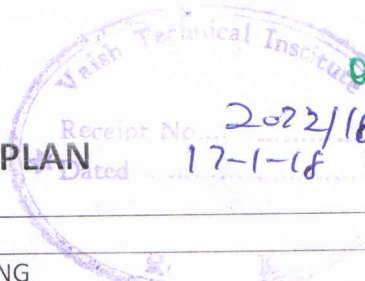


LESSON PLAN



 Receipt No. 2022/16

 Dated 17-1-18

Abhishek Garg

17/1/18

Sh. Bijendra Kumar

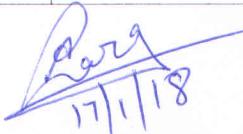
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17/1/18

NAME OF FACULTY	Abhishek Garg
DISCIPLINE	ELECTRICAL ENGINEERING
SEMESTER	6 th
SUBJECT	EDM
LESSON PLAN DURATION	15 WEEKS (FROM JANUARY 2018 - APRIL 2018)

THEORY					
WEEK	LECTURE DAY	TOPIC	WEEK	LECTURE DAY	TOPIC
1	1	Concept /Meaning and its need Qualities and functions of entrepreneur and barriers in entrepreneurship	3	3	Types and conduct of market survey
	2	Sole proprietorship and partnership forms of business organisations		4	Assessment of demand and supply in potential areas of growth
	3	Schemes of assistance by entrepreneurial support agencies at National, State	4	1	Identifying business opportunity
	4	District level: NSIC, NRDC, (STEP).		2	Considerations in product selection
2	1	DC:MSME, SIDBI, NABARD,	5	3	Problems
	2	Commercial Banks, SFC's TCO,		4	Preliminary project report
	3	KVIB, DIC,	5	1	Detailed project report including technical
	4	Technology Business Incubator (TBI) and Science and Technology Entrepreneur Parks		2	economic and market feasibility
3	1	Scanning of business environment Salient features of National and State industrial policies and resultant business	5	3	Common errors in project report preparations
	2	Salient features of National and State industrial policies and resultant business opportunities		4	Exercises on preparation of project report

WEEK	LECTURE DAY	TOPIC	WEEK	LECTURE DAY	TOPIC
6	1	Problems	9	4	Problems
	2	Definitions and importance of management	10	1	a) Human Resource Management Introduction and objective
	3	Functions of management: Importance and Process of planning, organising, staffing, directing and controlling		2	Introduction to Man power planning, recruitment and selection
	4	Principles of management (Henri Fayol, F.W. Taylor)		3	Introduction to performance appraisal methods
7	1	Concept and structure of an organisation		4	b) Material and Store Management Introduction functions, and objectives
	2	Types of industrial organizations, a) Line organisation	11	1	ABC Analysis and EOQ
	3	b) Line and staff organisation		2	c) Marketing and sales Introduction, importance, and its functions
	4	c) Functional Organisation		3	Physical distribution
8	1	a) Leadership Definition and Need -		4	Introduction to promotion mix
	2	Qualities and functions of a leader	12	1	Sales promotion
	3	Manager Vs leader		2	d) Financial Management Introductions, importance and its functions
	4	Types of leadership		3	Elementary knowledge of income tax,
9	1	Motivation Definitions and characteristics		4	sales tax, excise duty
	2	Factors affecting motivation	13	1	custom duty and VAT
	3	Theories of motivation (Maslow, Herzberg, McGregor)		2	Problems

13	3	a) Customer Relation Management (CRM) Definition and need	15	1	c) Intellectual Property Right (IPR) Introductions,
	4	Types of CRM		2	definition and its importance
14	1	b) Total Quality Management (TQM)		3	Infringement related to patents, copy right, trade mark
	2	Statistical process control		4	Problems
	3	Total employees Involvement		 17/1/18	
	4	Just in time (JIT)			