

<b>Lesson plan</b>		
<b>Name of Faculty</b>	<b>Sh. Revti Raman</b>	
<b>Discipline</b>	<b>Electrical Engineering</b>	
<b>Semester</b>	<b>6<sup>th</sup></b>	
<b>Subject</b>	<b>EDM</b>	
<b>Lesson Plan Duration</b>	<b>15 week (From March2023 to June2023)Theory : 03</b>	
<b>Week</b>	<b>Theory</b>	
	<b>Lecture Day</b>	<b>Topic (including assignment and test)</b>
1 <sup>st</sup>	Day 1	<b>SECTION – A ENTREPRENEURSHIP</b> 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
2 <sup>nd</sup>	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
3 <sup>rd</sup>	Day 1	Technology Business Incubator (TBI) and Science and Technology
	Day2	Entrepreneur Parks (STEP).
	Day 3	Assignment/Problem Solution
4 <sup>th</sup>	Day 1	<b>Unit:2 Market Survey and Opportunity Identification</b>
	Day2	Scanning of business environment
	Day 3	Salient features of National and State industrial policies
5 <sup>th</sup>	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
6 <sup>th</sup>	Day 1	Identifying business opportunity
	Day2	Considerations in product selection
	Day 3	Assignment/Problem Solution
7 <sup>th</sup>	Day 1	<b>3:Project report Preparation</b>
	Day2	Preliminary project report
	Day 3	Detailed project report including technical,
8 <sup>th</sup>	Day 1	economic and market feasibility
	Day2	Common errors in project report preparations
	Day 3	Exercises on preparation of project report
9 <sup>th</sup>	Day 1	Assignment/Problem Solution
	Day2	Class test
	Day 3	<b>SECTION –B MANAGEMENT</b> Definitions and importance of management
10 <sup>th</sup>	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)
11 <sup>th</sup>	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	<b>5:Leadership and Motivation</b> introduction Leadership, Definition and Need
12 <sup>h</sup>	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)
13 <sup>th</sup>	Day 1	<b>6: Management Scope in Different Areas</b> , Human Resource Management Introduction and objective
	Day2	Introduction to Man power planning, recruitment and selection Introduction to performance appraisal methods

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