

## LESSON PLAN

Name of the faculty:- Ms Babita Mittal  
 Discipline:- Computer Science Egg.  
 Semester:- 6<sup>th</sup>  
 Subject:- EDM  
 Lesson plan Duration :- 15 week (From 15 Feb onwards)

Week	Lecture Day	Topic (Including Assignment test)	Practical day
1st	1st	<ul style="list-style-type: none"> <li>• Concept /Meaning and its need</li> <li>• Qualities and functions of entrepreneur and barriers in entrepreneurship</li> </ul>	
	2nd	<ul style="list-style-type: none"> <li>• Sole proprietorship and partnership forms and other forms of business organisations</li> </ul>	
	3rd	<ul style="list-style-type: none"> <li>• Schemes of assistance by entrepreneurial support agencies at National, State, District –level, organisation: NSIC, NRDC, DC, MSME, SIDBI, NABARD, NIESBUD, HARDICON Ltd., Commercial Banks, SFC's TCO, KVIB, DIC, Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks</li> </ul>	
2nd	1st	<ul style="list-style-type: none"> <li>• Scanning of the business environment</li> <li>• Salient features of National and Haryana State industrial policies and resultant business opportunities</li> </ul>	
	2nd	<ul style="list-style-type: none"> <li>• Types and conduct of market survey</li> <li>• Assessment of demand and supply in potential areas of growth</li> </ul>	
	3rd	<ul style="list-style-type: none"> <li>• Identifying business opportunity</li> <li>• Considerations in product selection</li> <li>• Converting an idea into a business opportunity</li> </ul>	
3rd	1st	<ul style="list-style-type: none"> <li>• Preliminary project report</li> <li>• Detailed project report including technical, economic and market feasibility</li> </ul>	
	2nd	<ul style="list-style-type: none"> <li>• Common errors in project report preparations</li> <li>• Exercises on preparation of project report</li> <li>• Sample project report</li> </ul>	
4th	1st	<ul style="list-style-type: none"> <li>• Definitions and importance of management</li> <li>• Functions of management: Importance and process of planning, organising, staffing, directing and controlling</li> </ul>	
	2nd	<ul style="list-style-type: none"> <li>• Principles of management (Henri Fayol, F.W. Taylor)</li> </ul>	
	3rd	<ul style="list-style-type: none"> <li>• Concept and structure of an organisation</li> </ul>	
	4th	Types of industrial organisations and their advantages	
5th	1st	<ul style="list-style-type: none"> <li>• Line organisation, staff organisation</li> <li>• Line and staff organisation</li> </ul>	
	2nd	Functional Organisation	

6th	1st	Leadership Definition and Need Qualities and functions of a leader	
	2nd	Manager Vs leader	
	3rd	Types of leadership Case studies of great leaders	
7th	1st	b) Motivation Definition and characteristics	
	2nd	Importance of self motivation	
	3rd	Human Resource Management <ul style="list-style-type: none"> <li>• Introduction and objective</li> <li>• Introduction to Man power planning, recruitment and selection</li> </ul>	
8th	1st	<ul style="list-style-type: none"> <li>• Introduction to performance appraisal methods</li> </ul>	
	2nd	Material and Store Management <ul style="list-style-type: none"> <li>• Introduction functions, and objectives</li> </ul> ABC Analysis and EOQ	
	3rd	Marketing and sales <ul style="list-style-type: none"> <li>• Introduction, importance, and its functions</li> <li>• Physical distribution</li> </ul>	
9th	1st	Introduction to promotion mix Sales promotion	
	2nd	Financial Management <ul style="list-style-type: none"> <li>• Introductions, importance and its functions</li> </ul>	
10th	1st	<ul style="list-style-type: none"> <li>• knowledge of income tax, sales tax, excise duty, custom duty, VAT, GST</li> </ul>	
	2nd	Introduction and importance of Healthy Work Culture in organization  Components of Culture	
11th	1st	Importance of attitude, values and behavior.	
	2nd	Behavioural Science – Individual and group behavior.	
	3rd	Professional ethics – Concept and need of Professional Ethics and human values.	
12th	1st	Meaning and definition of accounting	
	2nd	Double entry system of book keeping Trading account, PLA account and balance sheet of a company	
13th	1st	Objectives of Financial Management Profit Maximization v/s Wealth Maximization	
14th	1st	Total Quality Management (TQM) Statistical process control	
	2nd	Total employees Involvement Just in time (JIT)	
15th	1st	Intellectual Property Right (IPR) <ul style="list-style-type: none"> <li>• Introduction, definition and its importance</li> </ul>	

- 
- Infringement related to patents, copy right, trade mark

Practical
Topic



