

## **Lesson Plan (from January 2018 to April 2018)**

**Name of the Assistant Professor:** DR.AMITA

**Class:** B.B.A. 6<sup>th</sup> Semester.

**Subject:** ENTREPRENEURSHIP DEVELOPMENT (BBA-308)

**Subject lesson Plan:** 18 weeks (from January 2018 to April 2018)

<b>Week 1(January 2018)</b>
<b>Chapter 1: Entrepreneurship</b>
Assignments: Qualities of a Good Entrepreneur.
Week 1, Day 1, Date : 01/01/2018 1.1.1. Meaning of Entrepreneurship 1.2.1. Definitions of Entrepreneurship
Week 1, Day 2, Date : 02/01/2018 1.3.1. Nature of Entrepreneurship
Week 1, Day 3, Date : 03/01/2018 1.4.1. Scope of Entrepreneurship
Week 1, Day 4, Date : 04/01/2018 1.5.1. Qualities of a Good Entrepreneur.
Week 1, Day 5, Date : 05/01/2018 1.6.1. Experts views on Entrepreneurship.
Week 1, Day 6, Date : 06/01/2018 1.7.1. Entrepreneurship in India.
Week 1, Day 7, Date : 07/01/2018 <b>SUNDAY</b>
<b>Week 2 (January 2018)</b>
<b>Chapter 1: Entrepreneurship</b>
Assignments : Pre-Decision Preparation to Enter Business
Week 2, Day 1, Date : 08/01/2018 1.8.1. Functions of Entrepreneurs.
Week 2, Day 2, Date : 09/01/2018 1.9.1. Pre-Decision Preparation to Enter Business.
Week 2, Day 3, Date : 10/01/2018 1.10.1. Entrepreneurial Process.
Week 2, Day 4, Date : 11/01/2018 1.11.1. Significance of Entrepreneurship Development.
Week 2, Day 5, Date : 12/01/2018 1.12.1. Barriers to Entrepreneurship.
Week 2, Day 6, Date : 13/01/2018 1.13.1. Class Test.
Week 2, Day 7, Date : 14/01/2018 <b>SUNDAY</b>

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<b>Week 3 (January 2018)</b>
<b>Chapter 2: Role and Functions of An Entrepreneur.</b>
Assignments: Modern Concept of Entrepreneur.
Week 3, Day 1, Date : 15/01/2018 2.1.1. Meaning of Entrepreneur. 2.2.1. Concept of Economic Development and Entrepreneur.
Week 3, Day 2, Date : 16/01/2018 2.3.1. Functions of an Entrepreneur in Economic Development.
Week 3, Day 3, Date : 17/01/2018 2.4.1. Importance of an Entrepreneur in Economic Development.
Week 3, Day 4, Date : 18/01/2018 2.5.1. Modern Concept of Entrepreneur. 2.6.1. Factors for Entrepreneurial Motivation.
Week 3, Day 5, Date : 19/01/2018 2.7.1. Types of Entrepreneur.
Week 3, Day 6, Date : 20/01/2018 2.8.1. Class Test.
Week 3, Day 7, Date : 21/01/2018 <b>SUNDAY</b>
<b>Week 4 (January 2018)</b>
<b>Chapter 3: Entrepreneurship Environment</b>
Assignments: Components of Entrepreneurship Environment.
Week 4, Day 1, Date : 22/01/2018 <b>VASANT PANCHAMI</b>
Week 4, Day 2, Date : 23/01/2018 3.1.1. Meaning of Environment. 3.2.1. Meaning of Entrepreneurship Environment. 3.3.1. Nature of Entrepreneurship Environment.
Week 4, Day 3, Date : 24/01/2018 <b>SIR CHHOTU RAM JAYANTI</b>
Week 4, Day 4, Date : 25/01/2018 3.4.1. Components of Entrepreneurship Environment. 3.5.1. Micro- Entrepreneurial Environment.
Week 4, Day 5, Date : 26/01/2018 <b>REPUBLIC DAY</b>
Week 4, Day 6, Date : 27/01/2018 3.6.1. Macro- Entrepreneurial Environment.
Week 4, Day 7, Date : 28/01/2018 <b>SUNDAY</b>

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<b>Week 5 (January 2018 and February 2018)</b>
<b>Chapter 3: Entrepreneurship Environment</b>
Assignments: Scanning of Entrepreneurial Environment.
Week 5, Day 1, Date : 29/01/2018 3.6.2. Macro- Entrepreneurial Environment.
Week 5, Day 2, Date : 30/01/2018 3.7.1. Impact of Environment on Entrepreneurial.
Week 5, Day 3, Date : 31/01/2018 <b>GURU RAVIDAS BIRTHDAY</b>
Week 5, Day 4, Date : 01/02/2018 3.8.1. Scanning of Entrepreneurial Environment.
Week 5, Day 5, Date : 02/02/2018 3.9.1. Advantages of Scanning of Entrepreneurial Environment.
Week 5, Day 6, Date : 03/02/2018 3.10.1. Class Test.
Week 5, Day 7, Date : 04/02/2018 <b>SUNDAY</b>
<b>Week 6 (February 2018)</b>
<b>Chapter 4: Theories of Entrepreneurial Motivation.</b>
Assignments: Nature of Entrepreneurial Motivation.
Week 6, Day 1, Date : 05/02/2018 4.1.1. Meaning of Entrepreneurial Motivation. 4.2.1. Definitions of Entrepreneurial Motivation 4.3.1. Objectives of Entrepreneurial Motivation.
Week 6, Day 2, Date : 06/02/2018 4.4.1. Nature of Entrepreneurial Motivation.
Week 6, Day 3, Date : 07/02/2018 4.5.1. Process of Entrepreneurial Motivation.
Week 6, Day 4, Date : 08/02/2018 4.6.1. Types of Entrepreneurial Motivation.
Week 6, Day 5, Date : 09/02/2018 4.7.1. Techniques of Entrepreneurial Motivation.
Week 6, Day 6, Date : 10/02/2018 <b>MAHARSHI DAYANAND SARASWATI JAYANTI</b>
Week 6, Day 7, Date : 11/02/2018 <b>SUNDAY</b>

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<b>Week 7 (February 2018)</b>
<b>Chapter 5: Setting Up a Small Business Enterprise.</b>
Assignments : Formalities for Setting Up a Small Business Enterprise

Week 7, Day 1, Date : 12/02/2018 5.1.1. Identifying the Business Opportunity.
Week 7, Day 2, Date : 13/02/2018 <b>MAHA SHIVRATRI</b>
Week 7, Day 3, Date : 14/02/2018 5.2.1. Food Fruits and Vegetables Processing Refrigeration and Transportation.
Week 7, Day 4, Date : 15/02/2018 5.3.1. Formalities for Setting Up a Small Business Enterprise.
Week 7, Day 5, Date : 16/02/2018 5.4.1. Environment Pollution Related Clearances.
Week 7, Day 6, Date : 17/02/2018 5.7.1. Important Question.
Week 7, Day 7, Date : 18/02/2018 <b>SUNDAY</b>
<b>Week 8 (February 2018)</b> <b>Chapter 6: Feasibility Study.</b>
Assignments: Essentials for Feasibility Study.
Week 8, Day 1, Date : 19/02/2018 6.1.1. Meaning of Feasibility Study. 6.2.1. Definitions of Feasibility Study. 6.3.1. Types of Feasibility Study.
Week 8, Day 2, Date : 20/02/2018 6.4.1. Importance of Feasibility Study.
Week 8, Day 3, Date : 21/02/2018 6.5.1. Essentials for Feasibility Study.
Week 8, Day 4, Date : 22/02/2018 6.6.1. Preparation of Feasibility Study.
Week 8, Day 5, Date : 23/02/2018 6.7.1.Examples and Conclusion.
Week 8, Day 6, Date : 24/02/2018 6.8.1.Class Test.
Week 8, Day 7, Date : 25/02/2018 <b>SUNDAY</b>

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<b>Week 9 (February 2018 and March 2018)</b> <b>Chapter 7: Project Appraisal of a Business Plan</b>
Assignments: Steps Followed in Project Appraisal.

<p>Week 9, Day 1, Date : 26/02/2018  7.1.1. What is Project?  7.2.1. Scope of Project Appraisal.</p>
<p>Week 9, Day 2, Date : 27/02/2018  7.3.1. Steps Followed in Project Appraisal.</p>
<p>Week 9, Day 3, Date : 28/02/2018  <b>VOCATION-I</b></p>
<p>Week 9, Day 4, Date : 01/03/2018  <b>VOCATION-I</b></p>
<p>Week 9, Day 5, Date : 02/03/2018  <b>HOLI</b></p>
<p>Week 9, Day 6, Date : 03/03/2018  <b>VOCATION-I</b></p>
<p>Week 9, Day 7, Date : 04/03/2018  <b>SUNDAY</b></p>
<p><b>Week 10 (March 2018)</b>  <b>Chapter 7: Project Appraisal of a Business Plan.</b></p>
<p>Assignments: Financial Aspects of Project Appraisal.</p>
<p>Week 10, Day 1, Date : 05/03/2018  7.4.1. Financial Aspects of Project Appraisal.  7.5.1. Market Aspects of Project Appraisal.</p>
<p>Week 10, Day 2, Date : 06/03/2018  7.6.1. Political Considerations.</p>
<p>Week 10, Day 3, Date : 07/03/2018  7.7.1. Labour Considerations.</p>
<p>Week 10, Day 4, Date : 08/03/2018  7.8.1. Technical Collaboration Arrangement.</p>
<p>Week 10, Day 5, Date : 09/03/2018  7.9.1. Importance of Project Appraisal.</p>
<p>Week 10, Day 6, Date : 10/03/2018  7.16.1. Class Test.</p>
<p>Week 10, Day 7, Date : 11/03/2018  <b>SUNDAY</b></p>

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<p><b>Week 11(March 2018)</b>  <b>Chapter 8: Sources of Financing Entrepreneurship.</b></p>
<p>Assignments: Lease Financing.</p>

<p>Week 11, Day 1, Date : 12/03/2018  8.1.1. Classification of Source of Finance.  8.2.1. Equity Shares.</p>
<p>Week 11, Day 2, Date : 13/03/2018  8.3.1. Advantages of Equity Share.  8.4.1. Disadvantages of Equity Share.</p>
<p>Week 11, Day 3, Date : 14/03/2018  8.5.1. Debentures  8.6.1. Loans from Financial Institutions</p>
<p>Week 11, Day 4, Date : 15/03/2018  8.7.1. Public Deposits.  8.8.1. Lease Financing.</p>
<p>Week 11, Day 5, Date : 16/03/2018  8.9.1. Advantages for the lessee.  8.10.1. Advantages for the lessor.  8.11.1. Limitations for the lessor.</p>
<p>Week 11, Day 6, Date : 17/03/2018  8.12.1. Class Test.</p>
<p>Week 11, Day 7, Date : 18/03/2018  <b>SUNDAY</b></p>
<p><b>Week 12 (March 2018)</b>  <b>Chapter 9: Entrepreneurship Development Programmes.</b></p>
<p>Assignments: Evaluation of Entrepreneurship Development Programmes.</p>
<p>Week 12, Day 1, Date : 19/03/2018  9.1.1. Concept Entrepreneurship Development Programmes.  9.2.1. Definitions</p>
<p>Week 12, Day 2, Date : 20/03/2018  9.3.1. Objectives of Entrepreneurship Development Programmes.</p>
<p>Week 12, Day 3, Date : 21/03/2018  9.4.1. Phases of Entrepreneurship Development Programmes.</p>
<p>Week 12, Day 4, Date : 22/03/2018  9.5.1. Role of Institutions Conducting Entrepreneurship Development Programmes in India</p>
<p>Week 12, Day 5, Date : 23/03/2018  <b>SHAHEEDI DIWAS OF BHAGAT SINGH , RAJGURU &amp; SUKHDEV</b></p>
<p>Week 12, Day 6, Date : 24/03/2018  9.6.1. Evaluation of Entrepreneurship Development Programmes.</p>
<p>Week 12, Day 7, Date : 25/03/2018  <b>SUNDAY / RAM NAVAMI</b></p>

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<p><b>Week 13 (March 2018)</b>  <b>Chapter 10 : Non-Government Agencies in Promoting Entrepreneurship in India</b></p>
<p>Assignments: Marketing Strategies during the Product Life Cycle.</p>

Week 13, Day 1, Date : 26/03/2018 10.1.1. Development Programmes.
Week 13, Day 2, Date : 27/03/2018 10.2.1. List of Technical Consultancy Organisations.
Week 13, Day 3, Date : 28/03/2018 10.3.1. Role of Financial Institutions in Entrepreneurship Development.
Week 13, Day 4, Date : 29/03/2018 <b>MAHAVIR JAYANTI</b>
Week 13, Day 5, Date : 30/03/2018 10.4.1. IDBI 10.5.1. ICICI
Week 13, Day 6, Date : 31/03/2018 10.6.1. Commercial Bank. 10.7.1. IFCI.
Week 13, Day 7, Date : 01/04/2018 <b>SUNDAY</b>
<b>Week 14 (April 2018)</b> <b>Chapter 11: Government Support and Incentives to New Enterprises.</b>
Assignments: Packaging Policies and Strategies.
Week 14, Day 1, Date : 02/04/2018 11.1.1. Meaning of Incentives and Subsidy. 11.2.1. Different forms of Incentives.
Week 14, Day 2, Date : 03/04/2018 11.3.1. Need for Incentives and Subsidy.
Week 14, Day 3, Date : 04/04/2018 11.4.1. Advantages of Incentives and Subsidy.
Week 14, Day 4, Date : 05/04/2018 11.5.1. Government Support for the Promotion of Entrepreneurs.
Week 14, Day 5, Date : 06/04/2018 11.6.1. Ministry of Micro Small and Medium Enterprises.
Week 14, Day 6, Date : 07/04/2018 11.7.1. Class Test.
Week 14, Day 7, Date : 08/04/2018 <b>SUNDAY</b>

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<b>Week 15 (April 2018)</b>
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<b>Chapter 12: Life Cycle of a New Business</b>
Assignments: Stages of a Life Cycle of a New Business.
Week 15, Day 1, Date : 09/04/2018 12.1.1. Different Stages of a Life Cycle of a New Business.
Week 15, Day 2, Date : 10/04/2018 12.2.1. Relationship of Large Enterprises with Small Enterprises.
Week 15, Day 3, Date : 11/04/2018 12.3.1. Relationship of Small Enterprises with Large Enterprises.
Week 15, Day 4, Date : 12/04/2018 12.4.1. Nature of Small Enterprises.
Week 15, Day 5, Date : 13/04/2018 12.5.1. Nature of Large Enterprises.
Week 15, Day 6, Date : 14/04/2018 <b>DR AMBEDKAR JAYANTI / VAISAKHI</b>
Week 15, Day 7, Date : 15/04/2018 <b>SUNDAY</b>
<b>Week 16 (April 2018)</b>
<b>Chapter 13: Working Capital Requirement.</b>
Assignments: Forecast of Working Capital Requirement.
Week 16, Day 1, Date : 16/04/2018 13.1.1. Meaning of Working Capital. 13.2.1. Kinds of Working Capital
Week 16, Day 2, Date : 17/04/2018 13.3.1. Factors Determining the Working Capital Requirement.
Week 16, Day 3, Date : 18/04/2018 <b>PARASHURAMA JAYANTI</b>
Week 16, Day 4, Date : 19/04/2018 13.4.1. Forecast of Working Capital Requirement.
Week 16, Day 5, Date : 20/04/2018 13.5.1. Management of Working Capital Requirement.
Week 16, Day 6, Date : 21/04/2018 13.6.1. Conclusion.
Week 16, Day 7, Date : 22/04/2018 <b>SUNDAY</b>

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<b>Week 17 (April 2018)</b>
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<b>Chapter 14: Factory Location.</b>
Assignments: Step in Selection of Factory Location.
Week 17, Day 1, Date : 23/04/2018 14.1.1. Concept of Factory Location.
Week 17, Day 2, Date : 24/04/2018 14.2.1. Step in Selection of Factory Location.
Week 17, Day 3, Date : 25/04/2018 14.3.1. Conclusion.
Week 17, Day 4, Date : 26/04/2018 (A) Review and Discussion Questions.
Week 17, Day 5, Date : 27/04/2018 (B) Class Test.
Week 17, Day 6, Date : 28/04/2018 (C) Important Questions and Topics of full syllabus
Week 17, Day 7, Date : 29/04/2018 <b>SUNDAY</b>
<b>Week 18 (April 2018)</b>
Week 18, Day 1, Date : 30/04/2018 <b>BUDDHA PURNIMA</b>
<b>UNIVERSITY EXAMINATIONS 30/04/2018 ONWARDS</b>

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**Name of the Assistant Professor:** DR.AMITA

**Class:** B.B.A. 6<sup>th</sup> Semester.

**Subject:** ENTREPRENEURSHIP DEVELOPMENT (BBA-308)

**Subject lesson Plan:** 18 weeks (from January 2018 to April 2018)