Name of the Teacher: ASSISTANT PROF.KAVLEEN BHAREJ Class: B.Com General III ; Entrepreneurship Development

**Lesson Plan**

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| **S No** | **Period** | **Topics to be Covered** | **Academic Activity to be Organized** |
|  | **17-31 July 2017** | Entrepreneur: meaning, scope, need and significance; role and functions of entrepreneur in economic development; economic, social and psychological need for entrepreneurship; characteristics, qualities and pre-requisites of entrepreneur | **Role Play and Group Discussion** |
|  | **01-31 Aug 2017** | Methods and procedures to start and expand one’s own business; life cycle of a new business and relationship with large enterprises; environmental factors affecting success of a new business; reasons for the failure and visible problems for business  | **Group Discussion, Case Study** |
|  | **01-30 Sept 2017** | Feasibility Study: preparation of feasibility reports; economic, technical, financial and managerial feasibility of project; selection of factory location; demand analysis and market potential measurement; capital and project costing; working capital requirements; source of finance; profit and tax planning | **Power Point Presentation** |
|  | **01-23 Oct 2017** | Govt. support and incentives to new enterprise; role of govt. and promotional agencies and institutes in entrepreneurship development; entrepreneurship development programmes. | **Viewing Government website** |
|  | **\*24-13 Nov 2017** | **REFRESHER COURSE ON INFORMATION TECHNOLOGY AT KURUKSHETRA UNIVERSITY** |  |

\*To compensate the days extra lectures were taken

**Topics of Assignments/ Class Tests to be given to the Students:**

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| **Assignment 1** | Qualities of a renowned real life entrepreneur |
| **Assignment 2** | Survey about the success of a new product through questionnaire |
| **Class Test** | Entrepreneurship, Environmental Factors affecting new business, project planning and market and demand analysis |