

Homemade Agarbathi Maker

Course Code NARQ30004-PRODUCT : Session Plan

Days	Session	Contents
1	I	Registration & Inauguration. About the Institute, rules & regulations of training.
	II	Microlab& Ice breaking Exercise
	III	Achievement, Motivation & confidence building
	IV	Why Self Employment – Advantages of Self Employment over Wage Employment, Dynamics and Concept of Entrepreneurship Development
2	I & II	Entrepreneurship Competencies explanation
	III & IV	Risk Taking & goal setting - Ring Toss Game & Analysis
3	I to II	Introduction about Raw <i>Agarbatti</i> making , Hand-made <i>Agarbatti</i> – theory, demo and practical
	III & IV	Handmade <i>Agarbatti</i> – Theory, demo and practical
4	I to II	Handmade <i>Agarbatti</i> – Theory, Demo and practical
	III	Tower Building Game – Self Confidence development
	IV	<i>Agarbatti</i> making using machines – Demonstration through films
5	I to IV	Exposure visit to a good working unit
6	I	Effective Communication
	II to IV	Machine made <i>Agarbatti</i> – Theory, Demo and practical
7	I	Market Survey Why? Importance of Market Survey
	II to IV	<i>Loban Dhoops</i> – demo and practical
8	I to II	Banking – Deposits & Advances Government, Sponsored Schemes
	III	Counting and perfume spraying – demo and practical
	IV	Packing and Revision
9	I	Packing and Branding
	II	Interaction with Successful Entrepreneurs
	III	Costing, Pricing, Break-Even Point
	IV	Marketing Management
10	I	Business Plan Preparation & launching formalities
	II	Launching Formalities
	III	Final test and evaluation
	IV	Feedback & Valedictory