

**GROCERY AND KIRANA SHOP (6 Days)**

Day	Sessions	Topic
1	I	Registration & Inauguration
	II	Rapport building & unfreezing - Micro lab
	III	Entrepreneurship, what? Why? and how?
	IV	Achievement Motivation
2	I & II	Entrepreneurial Competencies- Importance, explanation with examples, case study for identification of different competencies
	III	Effective communication
	IV	Confidence building, Dependency syndrome-Tower building game
3	I & II	Consumer satisfaction
	III	Problem solving and creativity
	IV	Legal formalities in business
4	I	Enterprise Management- Inventory management, Time management
	II	Marketing management
	III	Financial management- Working capital assessment
	IV	Costing, Pricing ,BEP
5	I	Banking - Schemes, Advances, Deposits and other services
	II	Business plan preparation with practice
	III & IV	Risk taking & Goal setting - Ring Toss exercise
6	I	Book Keeping and Accountancy - Methodology
	II	Launching formalities- Whom to approach for What?
	III	Interaction with a Successful Entrepreneur
	IV	Feedback & Valedictory