

Session-wise Plan

Day	Sessions	Topic
1	I	Registration & Inauguration
	II	Rapport building- Ice Breaking session- Micro Lab
	III	Entrepreneurship -What? Why? And How?
	IV	Impact of attitude and behavior on Entrepreneurship Development - Achievement Motivation.
2	I & II	Entrepreneurial Competencies- Importance
	II to IV	Risk taking & Goal setting - Ring Toss exercise
3	I	Effective communication
	II	MSME Scheme and other lending schemes - Salient Features and Lending Norms
	III	Eradicating Dependency syndrome and building Self Confidence-Tower building game
	IV	Market Survey – Methodology- Sources and nature of information to be collected Market Survey – Questionnaire Preparation.
4	I & II	Market Survey – Field visit for collection of information
	III & IV	Market Survey – Report Preparation & Presentation
5	I & II	Business Plan preparation
	III	Establishing an enterprise- Whom to approach for what, Resource mobilization, Supporting Organizations.
	IV	Time management
6	I	Financial Management- Fixed capital & Working capital assessment, working capital cycle
	II	Marketing management
	III & IV	Quality control, Systematic Planning-Boat building game
7	I	Costing and pricing, Breakeven point, Profit management
	II	Accounts and Book keeping
	III & IV	Visit to an Enterprise

8	I	Problem Solving and creativity
	II	Banking - Deposits & other Financial Services
	III	IT, VAT Sales Tax, state and central Govt. Rules and regulations in business
	IV	Information Technology in Managing an enterprise, an impending need
9	I	Leadership - Human Relations & Labour Management
	II	Launching formalities – Steps in setting up of an Enterprise.
	III	Inventory Management
	IV	Interaction with Successful Entrepreneur
10	I	Cashless Transactions – Digital Payment etc.
	II	Pit falls in self employment and their control.
	III	Final Evaluation Test
	IV	Feedback & Valedictory