

NBGSMS College
Lesson Plan January 2020- April 2020

		Name of assistant Professor :	Shekhar Gautam	
		Class :	M.Com. Final	
		Semester:	3rd	
		Subject:	Fundamental of Marketing	
Week		Day	Date	Topic
1st week	Sunday		1-Nov-20	
		1	2-Nov-20	Marketing An introduction
		2	3-Nov-20	Nature and Scope of Marketing
		3	4-Nov-20	What is Market and Marketing
		4	5-Nov-20	Definitions of Marketing
		5	6-Nov-20	Product Oriented Definitions
		6	7-Nov-20	Customers Oriented Definitions
	Sunday		8-Nov-20	
2nd week		1	9-Nov-20	Coporate Orientation towards Marketplace
		2	10-Nov-20	Building and delivering Customer value and Satisfaction
		3	11-Nov-20	Marketing Strategies in the different stage of the PLC
		4	12-Nov-20	Revision lesson 1
		5	13-Nov-20	Diwali Vacation
		6	14-Nov-20	
	Sunday		15-Nov-20	
3rd week		1	16-Nov-20	
		2	17-Nov-20	Test Conduct
		3	18-Nov-20	Marketing Concept
		4	19-Nov-20	Difference Between Marketing and Marketing Concept
		5	20-Nov-20	Definitions of Marketing Concept
		6	21-Nov-20	Historical Development of Marketing
	Sunday		22-Nov-20	
4th week		1	23-Nov-20	Market Segementation
		2	24-Nov-20	Meaning of Marketing Segementation
		3	25-Nov-20	Effective Segemention
		4	26-Nov-20	Methods of Segemention
		5	27-Nov-20	Approaches to Market Segmentation
		6	28-Nov-20	Mass Marketing
	Sunday		29-Nov-20	
5th week			30-Nov-20	Holiday

		1	1-Dec-20	
		2	2-Dec-20	Product Defferentiation Marketing
		3	3-Dec-20	Tarket Marketing
		4	4-Dec-20	Market Segemtation
		5	5-Dec-20	Market Targeting
	Sunday		6-Dec-20	
6th week		1	7-Dec-20	Product Positioning
		2	8-Dec-20	Market Segmentaion Strategies
		3	9-Dec-20	Undifferentiated Marketing Strategies
		4	10-Dec-20	Differentiated Marketing Strategies
		5	11-Dec-20	Concentrated Marketing Strategies
		6	12-Dec-20	Product Life Cycle
	Sunday		13-Dec-20	
7th week				
		1	14-Dec-20	Product Life Cycle
		2	15-Dec-20	Different Stages of PLC
		3	16-Dec-20	Consumer Behaviour
		4	17-Dec-20	Types of Consumer
		5	18-Dec-20	Determinants of Consumer Behaviours
		6	19-Dec-20	Economic
	Sunday		20-Dec-20	
8th week				
		1	21-Dec-20	Sociological
		2	22-Dec-20	Psychological
		3	23-Dec-20	Personal
		4	24-Dec-20	Product Planning and Development
		5	25-Dec-20	Definitions of Product Planning
		6	26-Dec-20	HOLIDAY
	Sunday		27-Dec-20	
9th week				
		1	28-Dec-20	Features of Product Planning
		2	29-Dec-20	Principles of Product Planning
		3	30-Dec-20	Importance of Product Planning
		4	31-Dec-20	
		1	1-Jan-21	Marketing Mix
		2	2-Jan-21	Product
	Sunday		3-Jan-21	
10th week		1	4-Jan-21	Price
		2	5-Jan-21	Place
		3	6-Jan-21	Promotion
		4	7-Jan-21	Product Line Decisions
		5	8-Jan-21	Development of New Product
		6	9-Jan-21	New product Development
	Sunday		10-Jan-21	

11th week		1	11-Jan-21	Branding Decisions
		2	12-Jan-21	Pricing Decisions
		3	13-Jan-21	Marketing Channels
		4	14-Jan-21	Wholesaling
		5	15-Jan-21	Retaling
		6	16-Jan-21	Advertisement
	Sunday		17-Jan-21	
12th week		1	18-Jan-21	Meaning of Advertisement
		2	19-Jan-21	Definitions of Advertisement
		3	20-Jan-21	Principles of Effective Advertisement
		4	21-Jan-21	Advertisement Media
		5	22-Jan-21	Types of Advertisement Media
		6	23-Jan-21	Press Advertisement
	Sunday		24-Jan-21	
13th week		1	25-Jan-21	Outdoor Advertisement
		2	26-Jan-21	HOLIDAY
		3	27-Jan-21	Mail advertisement
		4	28-Jan-21	Entertainment Advertisement
		5	29-Jan-21	Promotional
		6	30-Jan-21	Sales Promotional
	Sunday		31-Jan-21	
14th week			1-Feb-21	Definitions of Sales Promotional
		1	2-Feb-21	Objectives of Sales Promotional
		2	3-Feb-21	Importance of Sales Promotional
		3	4-Feb-21	Tools of Sales Promotional
		4	5-Feb-21	Evaluation and control of Marketing
		5	6-Feb-21	Revision previous lesson
	Sunday		7-Feb-21	
15th week		1	8-Feb-21	Test Conduct
		2	9-Feb-21	Effort of marketing
		3	10-Feb-21	Green Marketing
		4	11-Feb-21	Web Marketing
		5	12-Feb-21	Publicity and Public Relations
		6	13-Feb-21	Public relations Department
	Sunday		14-Feb-21	
16th week		1	15-Feb-21	Functions of Public Relations
		2	16-Feb-21	HOLIDAY
		3	17-Feb-21	Revision Previous lesson
		4	18-Feb-21	Revision Previous lesson
		5	19-Feb-21	Revision Previous lesson
		6	20-Feb-21	Revision Previous lesson

	Sunday		21-Feb-21	
17th week				
		1	22-Feb-21	Test unit 1
		2	23-Feb-21	Test unit 2
		3	24-Feb-21	Test unit 3
		4	25-Feb-21	Test unit 4
		5	26-Feb-21	Session Exam
		6	27-Feb-21	
	Sunday		28-Feb-21	

NBGSM College
Lesson Plan January 2020- April 2020

Name of assistant Professor :		Shekhar Gautam		
Class :		M.Com. Final		
Semester:		3rd		
Subject:		Marketing Concept and decision		
		Day	Date	Topic
1st week	Sunday		1-Nov-20	
		1	2-Nov-20	Meaning & Definition of market
		2	3-Nov-20	Classification of market
		3	4-Nov-20	Meaning & definition of marketing
		4	5-Nov-20	D/f between market & marketing
		5	6-Nov-20	Approaches to the study of marketing
		6	7-Nov-20	Approaches to the study of marketing
	Sunday		8-Nov-20	
2nd week		1	9-Nov-20	Importance & objectives of the marketing
		2	10-Nov-20	How business & marketing are changing
		3	11-Nov-20	Marketing concept
		4	12-Nov-20	Modern view of marketing concept
		5	13-Nov-20	Diwali Vacation
		6	14-Nov-20	
	Sunday		15-Nov-20	
3rd week		1	16-Nov-20	
		2	17-Nov-20	Holistic marketing concept
		3	18-Nov-20	Same topic continue
		4	19-Nov-20	Integrated marketing
		5	20-Nov-20	Social responsibility marketing
		6	21-Nov-20	Social responsibility marketing
	Sunday		22-Nov-20	
4th week		1	23-Nov-20	Marketing Task
		2	24-Nov-20	Nature of marketing management
		3	25-Nov-20	New waves thought of marketing
		4	26-Nov-20	Meaning of strategic planning
		5	27-Nov-20	D/f between strategic marketing & marketing management
		6	28-Nov-20	Three levels of marketing planning
	Sunday		29-Nov-20	
5th week			30-Nov-20	Holiday

		1	1-Dec-20	Strategic marketing planning process
		2	2-Dec-20	Forming strategic business unit
		3	3-Dec-20	Profit impact of marketing strategy
		4	4-Dec-20	Test Conduct
		5	5-Dec-20	What is marketing strategy
	Sunday		6-Dec-20	
6th week		1	7-Dec-20	D/f between a Strategy & Tactics
		2	8-Dec-20	Two levels strategies
		3	9-Dec-20	Introduction of marketing environment
		4	10-Dec-20	Social forces & economic forces
		5	11-Dec-20	Political & technological forces
		6	12-Dec-20	Macro environment
	Sunday		13-Dec-20	
7th week				
		1	14-Dec-20	Micro environment
		2	15-Dec-20	Indian marketing environment
		3	16-Dec-20	Indian marketing environment continue
		4	17-Dec-20	Environmental scanning
		5	18-Dec-20	Why environmental scanning
		6	19-Dec-20	Merits & demerits of environmental scanning
	Sunday		20-Dec-20	
8th week				
		1	21-Dec-20	Techniques of environmental search
		2	22-Dec-20	Techniques of environmental search continue
		3	23-Dec-20	Process of scenario building
		4	24-Dec-20	Introduction of market segmentation
		5	25-Dec-20	Market segmentation Vs. product differentiation
		6	26-Dec-20	HOLIDAY
	Sunday		27-Dec-20	
9th week				
		1	28-Dec-20	Benefits & cost of Market segmentation
		2	29-Dec-20	same topic
		3	30-Dec-20	Requisites of sound marketing segmentation
		4	31-Dec-20	Alternative market targeting strategies
		1	1-Jan-21	What is product positioning
		2	2-Jan-21	Determinants of successful product positioning
	Sunday		3-Jan-21	
10th week				
		1	4-Jan-21	Consumer buying behavior
		2	5-Jan-21	Significance of buyer behaviour
		3	6-Jan-21	Consumer buying behavior continue
		4	7-Jan-21	Steps in buying process
		5	8-Jan-21	Buyer behavior models

		6	9-Jan-21	Determinants of Consumer behaviour
	Sunday		10-Jan-21	
11th week		1	11-Jan-21	Introduction of customer value
		2	12-Jan-21	How to enhance customer loyalty
		3	13-Jan-21	Test Conduct
		4	14-Jan-21	Introduction of concept of product
		5	15-Jan-21	Product characteristics
		6	16-Jan-21	Product classification
	Sunday		17-Jan-21	
12th week		1	18-Jan-21	Types of product mix decision
		2	19-Jan-21	Product life cycle
		3	20-Jan-21	Product life cycle revision
		4	21-Jan-21	Marketing strategies based on PLC
		5	22-Jan-21	Marketing mix modifications
		6	23-Jan-21	Introduction of product planning
	Sunday		24-Jan-21	
13th week		1	25-Jan-21	Meaning and definition
		2	26-Jan-21	HOLIDAY
		3	27-Jan-21	presentations
		4	28-Jan-21	Component of product planning
		5	29-Jan-21	Introduction of new product development
		6	30-Jan-21	Steps in new product development
	Sunday		31-Jan-21	
14th week				
			1-Feb-21	Meaning of Branding
		1	2-Feb-21	Meaning of Branding
		2	3-Feb-21	Meaning of Branding
		3	4-Feb-21	Test Conduct
		4	5-Feb-21	Features of a good brand
		5	6-Feb-21	
	Sunday		7-Feb-21	
15th week				
		1	8-Feb-21	Merits & demerits of branding
		2	9-Feb-21	Classification & types of brand and Brand strategies
		3	10-Feb-21	Brand equity , brand loyalty and Customer loyalty & satisfaction
		4	11-Feb-21	Product packaging and Packaging strategies
		5	12-Feb-21	Importance of pricing in marketing strategies
		6	13-Feb-21	price determination & Factors affecting pricing decision
	Sunday		14-Feb-21	
16th week				
		1	15-Feb-21	Process of marketing communication & Communication barriers

		2	16-Feb-21	HOLIDAY
		3	17-Feb-21	
		4	18-Feb-21	Promotion & its importance & Factors affecting
		5	19-Feb-21	Objectives , functions of advertising & Advertising media
		6	20-Feb-21	features of effective advertisement & Process of personal selling
	Sunday		21-Feb-21	
17th week				
		1	22-Feb-21	Explanation of Publicity & Distribution channel decisions
		2	23-Feb-21	Physical distribution decisions
		3	24-Feb-21	Revision of unit 1
		4	25-Feb-21	Revision of unit 2
		5	26-Feb-21	Revision of unit 3
		6	27-Feb-21	Revision of unit 4
	Sunday		28-Feb-21	

NBGSMS College
Lesson Plan January 2020- April 2020

		Name of assistant Professor :	Shekhar Gautam	
		Class :	B.com. Second year	
		Semester:	3rd	
		Subject:	Fundamentals of Insurance	
		Day	Date	Topic
1st week	Sunday		1-Nov-20	
		1	2-Nov-20	Unit-1 Introduction to Insurance
		2	3-Nov-20	Nature of Insurance
		3	4-Nov-20	Principles of Insurance
		4	5-Nov-20	Purpose of Insurance
		5	6-Nov-20	Types of Insurance
		6	7-Nov-20	Types of Insurance
	Sunday		8-Nov-20	
2nd week		1	9-Nov-20	Insurance as a security tool & Schemes of Insurance
		2	10-Nov-20	Insurance and economic development
		3	11-Nov-20	Unit-2 Introduction to Life Insurance and its growth
		4	12-Nov-20	Characteristics and objectives of Life Insurance
		5	13-Nov-20	Diwali Vacation
		6	14-Nov-20	
	Sunday		15-Nov-20	
3rd week		1	16-Nov-20	
		2	17-Nov-20	Activities of Life Insurance Companies
		3	18-Nov-20	Organisational Structure of Life Insurance Companies
		4	19-Nov-20	Parties to Life Insurance Contract
		5	20-Nov-20	Conditions and terms of policy
		6	21-Nov-20	Class test
	Sunday		22-Nov-20	
4th week		1	23-Nov-20	Assignment of Policy
		2	24-Nov-20	Nominations
		3	25-Nov-20	Insurance Premium and Revival of policy
		4	26-Nov-20	Loans and surrender of Insurance policy
		5	27-Nov-20	Bonus and its types
		6	28-Nov-20	Annuities in life insurance
	Sunday		29-Nov-20	
5th week			30-Nov-20	Holiday
		1	1-Dec-20	Policy Claims and settlement procedure

		2	2-Dec-20	Growth of life insurance in India
		3	3-Dec-20	Class test
		4	4-Dec-20	Unit-3 Meaning and types of Marine Insurance
		5	5-Dec-20	Types of marine insurance policies and policy conditions
	Sunday		6-Dec-20	
6th week		1	7-Dec-20	Premium and double insurance
		2	8-Dec-20	Premium Methods
		3	9-Dec-20	The voyage
		4	10-Dec-20	Loss and abandonment
		5	11-Dec-20	Measures of Indemnity
		6	12-Dec-20	Measures of Indemnity
	Sunday		13-Dec-20	
7th week				
		1	14-Dec-20	Procedure for settlement of claims
		2	15-Dec-20	Class test
		3	16-Dec-20	Insurance Intermediaries - meaning of insurance agent
		4	17-Dec-20	Authority of agents and their duties
		5	18-Dec-20	Rights of an agent & Procedure for becoming an agent
		6	19-Dec-20	duration and renewal of license
	Sunday		20-Dec-20	
8th week				
		1	21-Dec-20	Termination revocation of license
		2	22-Dec-20	Code of conduct
		3	23-Dec-20	Corporate Agents & practical training
		4	24-Dec-20	Presentation
		5	25-Dec-20	Introduction to Agriculture Insurance
		6	26-Dec-20	HOLIDAY
	Sunday		27-Dec-20	
9th week				
		1	28-Dec-20	Agriculture insurance company of India
		2	29-Dec-20	Agriculture insurance schemes
		3	30-Dec-20	Agriculture insurance schemes
		4	31-Dec-20	Agriculture insurance schemes
		1	1-Jan-21	Agriculture insurance schemes
		2	2-Jan-21	Agriculture insurance schemes
	Sunday		3-Jan-21	
10th week				
		1	4-Jan-21	Class test
		2	5-Jan-21	Introduction to Motor Insurance
		3	6-Jan-21	Classification of Risks
		4	7-Jan-21	Types of motor vehicles
		5	8-Jan-21	Types of motor insurance policies
		6	9-Jan-21	Types of motor insurance policies
	Sunday		10-Jan-21	

11th week		1	11-Jan-21	Types of motor insurance policies
		2	12-Jan-21	General expectations
		3	13-Jan-21	policy conditions
		4	14-Jan-21	procedure for effecting motor vehicle insurance
		5	15-Jan-21	procedure for settlement of own damage claims in motor insurance
		6	16-Jan-21	Total loss claim settlement
	Sunday		17-Jan-21	
12th week		1	18-Jan-21	settlement of theft claims
		2	19-Jan-21	Assignment
		3	20-Jan-21	settlement of third party claim through MACT
		4	21-Jan-21	Growth of insurance business
		5	22-Jan-21	Presentation
		6	23-Jan-21	Introduction to Aviation insurance
	Sunday		24-Jan-21	
13th week		1	25-Jan-21	Meaning of definitions of Aviation Insurance
		2	26-Jan-21	HOLIDAY
		3	27-Jan-21	Types of Aviation Insurance
		4	28-Jan-21	Normal Risks Insurance
		5	29-Jan-21	Normal Risks Insurance
		6	30-Jan-21	Normal Risks Insurance
	Sunday		31-Jan-21	
14th week			1-Feb-21	Normal Risks Insurance
		1	2-Feb-21	Liability Risks Insurance
		2	3-Feb-21	Claim settlement procedure for aviation insurance
		3	4-Feb-21	Normal Risks Insurance
		4	5-Feb-21	Normal Risks Insurance
		5	6-Feb-21	Normal Risks Insurance
	Sunday		7-Feb-21	
15th week		1	8-Feb-21	Test Conduct Unit First
		2	9-Feb-21	Revision Previous lesson
		3	10-Feb-21	Revision Previous lesson
		4	11-Feb-21	Revision Previous lesson
		5	12-Feb-21	Revision Previous lesson
		6	13-Feb-21	Revision Previous lesson
	Sunday		14-Feb-21	
16th week		1	15-Feb-21	Test Conduct Unit First
		2	16-Feb-21	HOLIDAY
		3	17-Feb-21	Revision Previous lesson
		4	18-Feb-21	Revision Previous lesson
		5	19-Feb-21	Revision Previous lesson
		6	20-Feb-21	Revision Previous lesson

	Sunday		21-Feb-21	
17th week				
		1	22-Feb-21	Test Conduct Unit Second unit
		2	23-Feb-21	Revision Previous lesson
		3	24-Feb-21	Revision Previous lesson
		4	25-Feb-21	Test Conduct
		5	26-Feb-21	Session exam
		6	27-Feb-21	Session exam Result Announcement
	Sunday		28-Feb-21	

NBGSMS College
Lesson Plan January 2020- February 2020

Name of assistant Professor :	Shekhar Gautam
Class :	B.Com. Final
Semester:	5th
Subject:	Entrepreneurship SS&B

		Day	Date	Topic
1st week	Sunday		1-Nov-20	
		1	2-Nov-20	Introduction of the word 'Entrepreneur'
		2	3-Nov-20	Unit: 1 - Meaning, definitions and Characteristics of an Entrepreneur
		3	4-Nov-20	Relation of Entrepreneur, Entrepreneurship and Enterprises
		4	5-Nov-20	Functions and Types of an Entrepreneur
		5	6-Nov-20	Components of Business Environment
		6	7-Nov-20	Environmental Scanning
	Sunday		8-Nov-20	
2nd week		1	9-Nov-20	Difference between Large and Small Scale Entrepreneurs
		2	10-Nov-20	Small Business : Characteristics, scope and Importance
		3	11-Nov-20	Developing Entrepreneurial Competencies : Introduction
		4	12-Nov-20	Assignment on Small Business
		5	13-Nov-20	Diwali Vacation
		6	14-Nov-20	
			15-Nov-20	
3rd week		1	16-Nov-20	Emphasize to students the desirability as well as feasibility of career Major Entrepreneurial Competencies & Development Competence
		2	17-Nov-20	
		3	18-Nov-20	
		4	19-Nov-20	
		5	20-Nov-20	
		6	21-Nov-20	
	Sunday		22-Nov-20	
4th week		1	23-Nov-20	Objectives, phases and course contents of an EDPs
		2	24-Nov-20	Promotion and Development of Entrepreneurship
		3	25-Nov-20	Consultancy Organisations

		4	26-Nov-20	Entrepreneurial Motivation
		5	27-Nov-20	Motivation Process & theories
		6	28-Nov-20	Achievement Motivation & its Significance
	Sunday		29-Nov-20	
5th week			30-Nov-20	Holiday
		1	1-Dec-20	TEST (Entrepreneurship, environment & development competencie
		2	2-Dec-20	
		3	3-Dec-20	
		4	4-Dec-20	Unit:2 - Entrepreneurial opportunities : Introduction
		5	5-Dec-20	Opportunity Identification and Selection
	Sunday		6-Dec-20	
6th week		1	7-Dec-20	Techniques for Generating New Business Ideas
		2	8-Dec-20	Transforming of Ideas into opportunity
		3	9-Dec-20	Creativity and innovation
		4	10-Dec-20	Entrepreneurial opportunities in Contemporary Business Environme
		5	11-Dec-20	Introduction of Entrepreneurial opportunities in Modern Era
		6	12-Dec-20	Networking Marketing
	Sunday		13-Dec-20	
7th week		1	14-Dec-20	Franchising
		2	15-Dec-20	Business Process Outsourcing
		3	16-Dec-20	Assignment on Generating Business Ideas
		4	17-Dec-20	Setting up a new Enterprise
		5	18-Dec-20	Understanding the practical aspect of setting up a new business
		6	19-Dec-20	Current issues, pros and cons in being an entrepreneur(discussion)
	Sunday		20-Dec-20	
8th week		1	21-Dec-20	Project Report
		2	22-Dec-20	Entrepreneurial development Programmes
		3	23-Dec-20	Group Discussion on Motivation and its sources
		4	24-Dec-20	Role of Thinking in Opportunity selection
		5	25-Dec-20	Setting up a new venture : Introduction
		6	26-Dec-20	HOLIDAY
	Sunday		27-Dec-20	
9th week				

		1	28-Dec-20	Meaning, objectives and Importance of a report
		2	29-Dec-20	Market Survey: Introduction
		3	30-Dec-20	Contents of a Business Plan
		4	31-Dec-20	Precautions while preparations Project report or plan
		1	1-Jan-21	Objectives, Importance and Process of Market Survey
		2	2-Jan-21	Preliminary Project Report (PPR)
	Sunday		3-Jan-21	
10th week		1	4-Jan-21	Assignment : Project report on Entrepreneurship as Career Option
		2	5-Jan-21	Contents and Advantages of PPR
		3	6-Jan-21	UNIT3 - Managerial Roles and Functions in a small business
		4	7-Jan-21	Management and its Characteristics
		5	8-Jan-21	
		6	9-Jan-21	
	Sunday		10-Jan-21	
11th week		1	11-Jan-21	Staffing, Directing and Controlling
		2	12-Jan-21	Planning and steps
		3	13-Jan-21	Functional Areas of Management
		4	14-Jan-21	Production & Operations Management
		5	15-Jan-21	Production Design
		6	16-Jan-21	Plant Layout
	Sunday		17-Jan-21	
12th week		1	18-Jan-21	Organizing and steps
		2	19-Jan-21	Managing Business Growth: Introduction
		3	20-Jan-21	Corporate Strategy
		4	21-Jan-21	Types of Grand strategies
		5	22-Jan-21	Stability strategies and Expansion Strategies
		6	23-Jan-21	Diversification and its types
	Sunday		24-Jan-21	
13th week		1	25-Jan-21	
		2	26-Jan-21	HOLIDAY
		3	27-Jan-21	Plant Location
		4	28-Jan-21	Quality Control
		5	29-Jan-21	TEST (Unit : 2)
		6	30-Jan-21	UNIT 4 - Issues in small Business marketing: Introduction

	Sunday		31-Jan-21	
14th week				
			1-Feb-21	Product Mix
		1	2-Feb-21	Place Mix
		2	3-Feb-21	Holiday
		3	4-Feb-21	Product life Cycle with diagrams and details
		4	5-Feb-21	Competitive bidding/tender marketing
		5	6-Feb-21	Marketing Consortium
	Sunday		7-Feb-21	
15th week				
		1	8-Feb-21	Incentives and subsidy: Introduction
		2	9-Feb-21	Advantages of subsidies and incentives
		3	10-Feb-21	Problems faced by Entrepreneurs in accessing
		4	11-Feb-21	Reservations/ De-resevation of Product for small Scale sector
		5	12-Feb-21	Taxation Benefits to small scale Industries
		6	13-Feb-21	Exemptions and Procedural Concessions
	Sunday		14-Feb-21	
16th week				
		1	15-Feb-21	
		2	16-Feb-21	HOLIDAY
		3	17-Feb-21	Other Schemes and benefits
		4	18-Feb-21	Institutional Support : Introduction
		5	19-Feb-21	Need of Institutional support for growth of Entrepreneurship
		6	20-Feb-21	Small Industries Development Organization(SIDO)
	Sunday		21-Feb-21	
17th week				
		1	22-Feb-21	TEST : Subsidies
		2	23-Feb-21	National Small Industries Corporation(NSIC)
		3	24-Feb-21	Small Industries Development Bank of India (SIDBI)
		4	25-Feb-21	SSIB (small scale industries board)
		5	26-Feb-21	Discussing all the institutes and efforts
		6	27-Feb-21	Assignment on Marketing Management
	Sunday		28-Feb-21	