

## LESSON PLAN

Discipline: Civil Engg. ,UGMIT Rayagada  
 Semester: 5<sup>th</sup>  
 Subject: Entrepreneurship and Management and Smart  
 Technology (Th-1)  
 class allotted: 04 P/Week  
 Session: 2022 Winter

Week	Class Day	Theory	Remarks
1	1-4	<b>1. Entrepreneurship</b> Concept /Meaning of Entrepreneurship <input type="checkbox"/> Need of Entrepreneurship <input type="checkbox"/> Characteristics, Qualities and Types of entrepreneur, Functions <input type="checkbox"/> Barriers in entrepreneurship <input type="checkbox"/> Entrepreneurs vrs. Manager	
2	5-8	Forms of Business Ownership: Sole proprietorship, partnership forms and others <input type="checkbox"/> Types of Industries, Concept of Start-ups <input type="checkbox"/> Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
3	9-12	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks <b>2. Market Survey and Opportunity Identification (Business Planning)</b> <input type="checkbox"/> Business Planning	
4	13-16	SSI, Ancillary Units, Tiny Units, Service sector Units <input type="checkbox"/> Time schedule Plan, Agencies to be contacted for Project Implementation <input type="checkbox"/> Assessment of Demand and supply and Potential areas of Growth	
5	17-20	Identifying Business Opportunity <input type="checkbox"/> Final Product selection <b>3. Project report Preparation</b> <input type="checkbox"/> Preliminary project report <input type="checkbox"/> Detailed project report,	
6	21-24	Techno economic Feasibility <input type="checkbox"/> Project Viability <b>4. Management Principles</b> <input type="checkbox"/> Definitions of management <input type="checkbox"/> Principles of management	
7	25-28	Functions of management (planning, organising, staffing, directing and controlling etc.)	

		<input type="checkbox"/> Level of Management in an Organisation <b>5. Functional Areas of Management</b> a) Production management <input type="checkbox"/> Functions, Activities <input type="checkbox"/> Productivity <input type="checkbox"/> Quality control <input type="checkbox"/> Production Planning and control	
8	29-32	b) Inventory Management <input type="checkbox"/> Need for Inventory management <input type="checkbox"/> Models/Techniques of Inventory management c) Financial Management <input type="checkbox"/> Functions of Financial management <input type="checkbox"/> Management of Working capital <input type="checkbox"/> Costing (only concept)	
9	33-36	• Break even Analysis <input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) d) Marketing Management <input type="checkbox"/> Concept of Marketing and Marketing Management <input type="checkbox"/> Marketing Techniques (only concepts) <input type="checkbox"/> Concept of 4P s (Price, Place, Product, Promotion) e) Human Resource Management <input type="checkbox"/> Functions of Personnel Management	
10	37-40	• Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages <b>6. Leadership and Motivation</b> a) Leadership <input type="checkbox"/> Definition and Need/Importance <input type="checkbox"/> Qualities and functions of a leader <input type="checkbox"/> Manager Vs Leader <input type="checkbox"/> Style of Leadership (Autocratic, Democratic, Participative)	
11	41-44	b) Motivation <input type="checkbox"/> Definition and characteristics <input type="checkbox"/> Importance of motivation <input type="checkbox"/> Factors affecting motivation <input type="checkbox"/> Theories of motivation (Maslow) <input type="checkbox"/> Methods of Improving Motivation <input type="checkbox"/> Importance of Communication in Business <input type="checkbox"/> Types and Barriers of Communication <b>7. Work Culture, TQM &amp; Safety</b> <input type="checkbox"/> Human relationship and Performance in Organization	
12	45-48	• Relations with Peers, Superiors and Subordinates <input type="checkbox"/> TQM concepts: Quality Policy, Quality Management,	

		Quality system <input type="checkbox"/> Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	
13	49-52	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights	
14	53-56	b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points) 9. Smart Technology <input type="checkbox"/> Concept of IOT, How IOT works	
15	57-60	• Components of IOT, Characteristics of IOT, Categories of IOT <input type="checkbox"/> Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	

Signature of Faculty:

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Signature of HOD:

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15/9/2022