

Department: Civil Engineering	Semester : 5th SEC B	Name of the Teaching faculty: Sailaja Bhyuan	
Subject :- Th1. ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY	No.of Days/ week class allotted : 04/week	Semester from date: 15/09/2022 to 22/12/2022	No. of Weeks :15
Week	Class Day	Topics	Remarks
		1. Entrepreneurship (10P)	
1 st Week: (15 th Sept- 17th Sept)	1 st	Concept /Meaning of Entrepreneurship	
	2 nd	Need of Entrepreneurship	
2 nd Week: (19 th Sept - 24 th Sept)	1 st	Characteristics, Qualities and Types of entrepreneur, Functions	
	2 nd	Barriers in entrepreneurship	
	3 rd	Entrepreneurs vs. Manager	
	4 th	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
3 rd Week: (26 th Sept-1st Oct)	1 st	Types of Industries, Concept of Start-ups	
	2 nd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 rd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	4 th	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
4th week	vacation		
		2. Market Survey and Opportunity Identification (Business Planning)(8P)	
5 th Week: (10 th Oct- 15 th Oct)	1st	Business Planning	
	2nd	SSI, Ancillary Units, Tiny Units, Service sector Units	
	3rd	Time schedule Plan, Agencies to be contacted for Project Implementation	

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6 th Week: (17 th Oct- 22 nd Oct)	1st	Assessment of Demand and supply and Potential areas of Growth	
	2nd	Assessment of Demand and supply and Potential areas of Growth	
	3rd	Identifying Business Opportunity	
	4th	Final Product selection	
		3. Project report Preparation(4P)	
7 th Week: (25 th Oct- 29th Oct)	2nd	Preliminary project report	
	3rd	Detailed project report, Techno economic Feasibility	
	4th	Detailed project report, Techno economic Feasibility	
8 th Week: (31st oct- 5th Nov)	1st	Project Viability	
		4. Management Principles(5P)	
	2nd	Definitions of management	
	3rd	Principles of management	
	4th	Functions of management (planning, organising, staffing, directing and controlling etc.)	
9 th Week: (7 th Nov -12 th Nov)	1st	Functions of management (planning, organising, staffing, directing and controlling etc.)	
	3rd	Level of Management in an Organisation	
		5. Functional Areas of Management(10P)	
	4th	a) Production management i. Functions, Activities ii. Productivity iii. Quality control iv. Production Planning and control	
	1st	b) Inventory Management i. Need for Inventory management ii. Models/Techniques of Inventory management	

10 th Week: (14 th Nov -19 th Nov)	2nd	<p>c) Financial Management</p> <ul style="list-style-type: none"> i. Functions of Financial management ii. Management of Working capital iii. Costing (only concept) iv. Break even Analysis v. Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) 	
	3rd	<p>c) Financial Management</p> <ul style="list-style-type: none"> i. Functions of Financial management ii. Management of Working capital iii. Costing (only concept) iv. Break even Analysis v. Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) 	
	4th	<p>c) Financial Management</p> <ul style="list-style-type: none"> i. Functions of Financial management ii. Management of Working capital iii. Costing (only concept) iv. Break even Analysis v. Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) 	
	1st	<p>d) Marketing Management</p> <ul style="list-style-type: none"> i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion) 	

11 th Week: (21st Nov - 26 th Nov)	2nd	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
	3rd	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
	4th	e) Human Resource Management i. Functions of Personnel Management ii. Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages	
12 th Week: (28 th Nov -3 rd) Dec	1st	e) Human Resource Management i. Functions of Personnel Management ii. Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages	
		6. Leadership and Motivation	
	2nd	a) Leadership i. Definition and Need/Importance ii. Qualities and functions of a leader iii. Manager Vs Leader iv. Style of Leadership (Autocratic, Democratic, Participative)	
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	4th	b) Motivation i. Definition and characteristics ii. Importance of motivation iii. Factors affecting motivation iv. Theories of motivation (Maslow) v. Methods of Improving Motivation vi. Importance of Communication in Business vii. Types and Barriers of Communication	
13 th Week: (5 th Dec -10 th Dec)	1st	b) Motivation i. Definition and characteristics ii. Importance of motivation iii. Factors affecting motivation iv. Theories of motivation (Maslow) v. Methods of Improving Motivation vi. Importance of Communication in Business vii. Types and Barriers of Communication	
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		7. Work Culture, TQM & Safety(6P)	
	4th	Human relationship and Performance in Organization	
14 th Week: (12 th Dec- 17th Dec)	1st	Relations with Peers, Superiors and Subordinates	
	2nd	TQM concepts: Quality Policy, Quality Management, Quality system	
	3rd	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	
	4th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	
		8. Legislation(5P)	
15 th Week: (19 th Dec- 22nd Dec)	1st	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
	2nd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
		b) Features of Factories Act 1948 with Amendment (only salient points)	
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		c) Features of Payment of Wages Act 1936 (only)	
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		9. Smart Technology(6P)	
		Concept of IOT, How IOT works	

Extra Classes Required		Components of IOT, Characteristics of IOT, Categories of IOT	
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		Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	
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Signature of Faculty