

# ACADEMIC CURRICULUM PLAN

## LESSON PLAN 2023 (WINTER) classes from 1/08/2023

Discipline: ETC	Semester :5th	Name of the Teaching faculty: Rajani Kanta Choudhury Senior Lecturer (MOM)	Remark
<b>Subject: Entrepreneurship And Management &amp; Smart Technology</b>	<b>No.of Days/per week class allotted : 04</b>	<b>Semester from date: 1/08/2023 to 30/11/2023 No. of weeks: 15</b>	
<b>Week</b>	<b>Class Day</b>	<b>Theory / Practical Topics</b>	
1 <sup>st</sup>	1 <sup>st</sup>	Concept /Meaning of Entrepreneurship Need of Entrepreneurship Characteristics, Qualities and Types of entrepreneur, Functions	
	2 <sup>nd</sup>	Barriers in entrepreneurship , Entrepreneurs vs. Manager	
2 <sup>nd</sup>	1 <sup>st</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
	2 <sup>nd</sup>	Types of Industries, Concept of Start-ups	
	3 <sup>rd</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc	
	4 <sup>th</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
3 <sup>rd</sup>	1 <sup>st</sup>	Business Planning SSI, Ancillary Units, Tiny Units, Service sector Units	
	2 <sup>nd</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation Assessment of Demand and supply and Potential areas of Growth	
	3 <sup>rd</sup>	Identifying Business Opportunity Final Product selection	
	4 <sup>th</sup>	Revision class of Unit-2	
4 <sup>th</sup>	1 <sup>st</sup>	Preliminary project report , Detailed project report , Techno economic Feasibility, Project Viability	
	2 <sup>nd</sup>	Doubt clearing of Unit-3	
	3 <sup>rd</sup>	Definitions of management , Principles of management	
	4 <sup>th</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)	
5 <sup>th</sup>	1 <sup>st</sup>	Continued from previous part :Functions of management (planning, organising, staffing, directing and controlling etc.)	
	2 <sup>nd</sup>	Level of Management in an Organisation	
	3 <sup>rd</sup>	Revision and doubt clearing of Unit4	
	4 <sup>th</sup>	Production Management <ul style="list-style-type: none"> <li>• Functions, Activities</li> <li>• Productivity</li> </ul>	
6 <sup>th</sup>	1 <sup>st</sup>	<ul style="list-style-type: none"> <li>• Quality control</li> <li>• Production Planning and control</li> </ul>	
	2 <sup>nd</sup>	Inventory Management <ul style="list-style-type: none"> <li>• Need for Inventory management</li> <li>• Models/Techniques of Inventory management</li> </ul>	
	3 <sup>rd</sup>	Continued from : Models/Techniques of Inventory management	
	4 <sup>th</sup>	Financial Management <ul style="list-style-type: none"> <li>• Functions of Financial management</li> <li>• Management of Working capital</li> </ul>	
7 <sup>th</sup>	1 <sup>st</sup>	Costing (only concept) <ul style="list-style-type: none"> <li>• Break even Analysis, Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts)</li> </ul>	

8 <sup>th</sup>	2 <sup>nd</sup>	Marketing Management Concept of Marketing and Marketing Management
	3 <sup>rd</sup>	Marketing Techniques (only concepts)
	4 <sup>th</sup>	Concept of 4P s (Price, Place, Product, Promotion)
	1 <sup>st</sup>	Human Resource Management
9 <sup>th</sup>	2 <sup>nd</sup>	Functions of Personnel Management
	3 <sup>rd</sup>	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	4 <sup>th</sup>	Revision of Unit- 5
	1 <sup>st</sup>	Introduction about Leadership & Management
10 <sup>th</sup>	2 <sup>nd</sup>	Leadership Definition and Need/Importance
	3 <sup>rd</sup>	Qualities and functions of a leader Manager Vs Leader
	4 <sup>th</sup>	Style of Leadership (Autocratic, Democratic, Participative)
	1 <sup>st</sup>	Doubt clearing on Leadership lesson
11 <sup>th</sup>	2 <sup>nd</sup>	Motivation Definition and characteristics
	3 <sup>rd</sup>	Importance of motivation Factors affecting motivation
	4 <sup>th</sup>	Theories of motivation (Maslow) Methods of Improving Motivation
	1 <sup>st</sup>	Importance of Communication in Business
12 <sup>th</sup>	2 <sup>nd</sup>	Types and Barriers of Communication
	3 <sup>rd</sup>	Revision on motivation lesson
	4 <sup>th</sup>	Complete revision of Unit- 6
	1 <sup>st</sup>	<b>Work Culture, TQM &amp; Safety</b> Human relationship and Performance in Organization
13 <sup>th</sup>	2 <sup>nd</sup>	Relations with Peers, Superiors and Subordinates
	3 <sup>rd</sup>	TQM concepts: Quality Policy, Quality Management, Quality system
	4 <sup>th</sup>	Continued : TQM concepts: Quality Policy, Quality Management, Quality system
	1 <sup>st</sup>	Continued : TQM concepts: Quality Policy, Quality Management, Quality system
14 <sup>th</sup>	2 <sup>nd</sup>	<b>Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3 <sup>rd</sup>	Features of Factories Act 1948 with Amendment (only salient points)
	4 <sup>th</sup>	Features of Payment of Wages Act 1936 (only salient points)
	1 <sup>st</sup>	Revision of Factories Act.
15 <sup>th</sup>	2 <sup>nd</sup>	<b>Smart Technology</b> Concept of IOT, How IOT works
	3 <sup>rd</sup>	Continued : <b>Smart Technology</b> Concept of IOT, How IOT works
	4 <sup>th</sup>	Components of IOT, Characteristics of IOT
	1 <sup>st</sup>	Categories of IOT
15 <sup>th</sup>	2 <sup>nd</sup>	Applications of IOT- Smart Cities, Smart Transportation , Smart Home, Smart Healthcare
	3 <sup>rd</sup>	Applications of IOT- Smart Industry, Smart Agriculture, Smart Energy Management etc.
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Rajanikanta Chaudhary  
Signature of faculty