

**LESSON PLAN FOR WINTER 2023**

Department: Civil Engineering	Semester : 5th SEC B	Name of the Teaching faculty: SAILAJA BHUYAN	
Subject :- Th1. ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY	No. of Days/ week class allotted : 04/week	Semester from date: 1/08/2023 to 30/11/2023 No. of Weeks :18 Topics to be covered:-	
Week	Class Day	Topics	Remarks
1st WEEK		<b>1. Entrepreneurship (10P)</b>	
	2 <sup>ND</sup>	Concept /Meaning of Entrepreneurship	
	3 <sup>rd</sup>	Need of Entrepreneurship	
2nd WEEK	4 <sup>th</sup>	Characteristics, Qualities and Types of entrepreneur, Functions	
	1 <sup>st</sup>	Barriers in entrepreneurship	
	2 <sup>ND</sup>	Entrepreneurs vrs. Manager	
	3 <sup>rd</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
3rd WEEK	4 <sup>th</sup>	Types of Industries, Concept of Start-ups	
	1 <sup>st</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	2 <sup>ND</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 <sup>rd</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
		<b>2. Market Survey and Opportunity Identification (Business Planning) (8P)</b>	
	4 <sup>th</sup>	Business Planning	
4th WEEK	1 <sup>st</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units	
	2 <sup>ND</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation	
	3 <sup>rd</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation	
	4 <sup>th</sup>	Assessment of Demand and supply and Potential areas of Growth	
5th WEEK	1 <sup>st</sup>	Assessment of Demand and supply and Potential areas of Growth	
	3 <sup>rd</sup>	Identifying Business Opportunity	
	4 <sup>th</sup>	Final Product selection	
6th WEEK		<b>3. Project report Preparation (4P)</b>	
	1 <sup>st</sup>	Preliminary project report	
	3 <sup>rd</sup>	Detailed project report, Techno economic Feasibility	
	4 <sup>th</sup>	Detailed project report, Techno economic	
7th WEEK	1 <sup>st</sup>	Project Viability	
		<b>4. Management Principles (5P)</b>	
	2 <sup>ND</sup>	Definitions of management	

7th WEEK	3 <sup>rd</sup>	Principles of management	
	4 <sup>th</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)	
8th WEEK	1 <sup>st</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)	
	3 <sup>rd</sup>	Level of Management in an Organisation	
		<b>5. Functional Areas of Management (10P)</b>	
	4 <sup>th</sup>	a) Production management i. Functions, Activities ii. Productivity iii. Quality control iv. Production Planning and control	
9th WEEK	1 <sup>st</sup>	b) Inventory Management i. Need for Inventory management ii. Models/Techniques of Inventory management	
	2 <sup>ND</sup>	c) Financial Management Functions of Financial management ii. Management of Working capital iii.Costing (only concept) Break even Analysis v.Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)	i. iv.
	3 <sup>rd</sup>	c) Financial Management 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)	
10th WEEK	2 <sup>ND</sup>	c) Financial Management 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)	i.
	3 <sup>rd</sup>	d) Marketing Management i.Concept of Marketing and Marketing Management ii.Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
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11th WEEK	1 <sup>st</sup>	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
	2 <sup>ND</sup>	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	
	3 <sup>rd</sup>	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	
		<b>6. Leadership and Motivation (6P)</b>	
	4 <sup>th</sup>	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)	
12th WEEK	1 <sup>st</sup>	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)	
	2 <sup>ND</sup>	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	
	3 <sup>rd</sup>	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	
13th WEEK		HOLIDAY	DURGA PUJA

14th WEEK	1 <sup>st</sup>	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	
	2 <sup>ND</sup>	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	
		<b>7. Work Culture, TQM &amp; Safety (5P)</b>	
	3 <sup>rd</sup>	Human relationship and Performance in Organization	
	4 <sup>th</sup>	Relations with Peers, Superiors and Subordinates	
15th WEEK	1 <sup>st</sup>	TQM concepts: Quality Policy, Quality Management, Quality system	
	2 <sup>ND</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE)	
	3 <sup>rd</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE)	
		<b>8. Legislation (6P)</b>	
	4 <sup>th</sup>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights(salient points)	
16th WEEK	1 <sup>st</sup>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights(salient points)	
	2 <sup>ND</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)	
	3 <sup>rd</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)	
	4 <sup>th</sup>	c) Features of Payment of Wages Act 1936 (only )	
17th WEEK	1 <sup>st</sup>	c) Features of Payment of Wages Act 1936 (only )	
		<b>9. Smart Technology (6P)</b>	
	2 <sup>ND</sup>	Concept of IOT, How IOT works	
	3 <sup>rd</sup>	Components of IOT, Characteristics of IOT, Categories of IOT	
	4 <sup>th</sup>	Components of IOT, Characteristics of IOT, Categories of IOT	
18th WEEK	2 <sup>ND</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	

18th WEEK	3 <sup>rd</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	
EXTRA CLASS REQUIRED	1	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	

*SBhup*  
01.08.23

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