

## LESSON PLAN FOR WINTER 2023

Department: Civil Engineering	Semester : 5TH SEC-A	Name of the Teaching faculty: SUVASHREE PANDA	
Subject :- Th1. ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY	No. of Days/ week class allotted : 04/week	Semester from date: 01/08/2023 to 30/11/2023 No. of Weeks :18 Topics to be covered:-	
Week	Class Day	Topics	Remarks
1st Week		<b>1. Entrepreneurship (10P)</b>	
	Day1	Concept /Meaning of Entrepreneurship	
	Day2	Need of Entrepreneurship	
	Day3	Characteristics, Qualities and Types of entrepreneur, Functions	
2nd Week	Day1	Barriers in entrepreneurship, Entrepreneurs vrs. Manager	
	Day2	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
	Day3	Types of Industries, Concept of Start-ups	
	Day4	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
3rd Week	Day1	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	Day2	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
	Day3	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
		<b>2. Market Survey and Opportunity Identification (Business Planning)(8P)</b>	
	Day4	Business Planning	
4th week	Day1	SSI, Ancillary Units, Tiny Units, Service sector Units	
	Day2	Time schedule Plan, Agencies to be contacted for Project Implementation	
	Day3	Time schedule Plan, Agencies to be contacted for Project Implementation	
	Day 4	Assessment of Demand and supply and Potential areas of Growth	
5TH WEEK	Day1	Assessment of Demand and supply and Potential areas of Growth	
	Day3	Identifying Business Opportunity	
	Day4	Final Product selection	
		<b>3. Project report Preparation (4P)</b>	
	Day1	Preliminary project report	



10TH week	Day3	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
	Day4	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
11TH Week	Day1	d) Marketing Management i. Concept of Marketing and Marketing Management ii. Marketing Techniques (only concepts) iii. Concept of 4P s (Price, Place, Product, Promotion)	
	Day2	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	
	Day3	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	
11TH Week		6. Leadership and Motivation (6P)	
	Day4	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)	
	Day1	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	Day2	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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13TH WEEK		PUJA HOLIDAYS	
14TH WEEK	Day1	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	
		7. Work Culture, TQM & Safety (5P)	
	Day2	Human relationship and Performance in Organization	
14TH WEEK	Day3	Relations with Peers, Superiors and Subordinates	
	Day4	TQM concepts: Quality Policy, Quality Management, Quality system	
15TH WEEK	Day1	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE)	
	Day2	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE)	
		8. Legislation (6P)	

	Day3	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
	Day4	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
16th week	Day1	b) Features of Factories Act 1948 with Amendment (only salient points)	
	Day2	b) Features of Factories Act 1948 with Amendment	
	Day3	c) Features of Payment of Wages Act 1936 (only )	
	Day4	c) Features of Payment of Wages Act 1936 (only )	
		9. Smart Technology (6P)	
17TH WEEK	Day1	Concept of IOT, How IOT works	
	Day2	Components of IOT, Characteristics of IOT, Categories of IOT	
	Day3	Components of IOT, Characteristics of IOT, Categories of IOT	
	Day4	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	
18TH WEEK	Day2	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	
	Day3	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	

Suvashree Panola  
01/08/23

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