

## LESSON PLAN FOR WINTER 2024

<b>Department:</b> Civil Engineering	<b>Semester :</b> 5TH SEC-A	<b>Name of the Teaching faculty: SAMITA SAHOO</b>	
<b>Subject :- TH 1.</b> <b>ENTREPRENEURSHIP and</b> <b>MANAGEMENT &amp; SMART</b> <b>TECHNOLOGY</b>	<b>No.of Days/ week</b> <b>class allotted :</b> <b>04/week</b>	<b>Semester from date: 01/07/2024 to 08/11/2024</b> <b>No. of Weeks :19</b> <b>Topics to be covered:-</b>	
<b>Week</b>	<b>Class Day</b>	<b>Topics</b>	<b>Remarks</b>
8th Week		<b>1. Entrepreneurship (10P)</b>	
	Day2	Concept /Meaning of Entrepreneurship, Need of Entrepreneurship	
	Day3	Characteristics, Qualities and Types of entrepreneur, Functions	
9th Week	Day2	Barriers in entrepreneurship, Entrepreneurs vrs. Manager	
	Day3	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
10th Week	Day1	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
	Day1	Types of Industries, Concept of Start-ups	
	Day2	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
11th week	Day1	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	Day1	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
	Day2	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
		<b>2. Market Survey and Opportunity Identification (Business Planning)(8P)</b>	
12TH WEEK	Day2	SSI, Ancillary Units, Tiny Units, Service sector Units	
	Day 3	Time schedule Plan, Agencies to be contacted for	
13TH Week	Day1	Time schedule Plan, Agencies to be contacted for Project Implementation	
	Day1	Assessment of Demand and supply and Potential areas of Growth	
	Day 2	Assessment of Demand and supply and Potential areas of Growth	
	Day3	Identifying Business Opportunity	
14TH Week	Day1	Final Product selection	
		<b>3. Project report Preparation (4P)</b>	
	Day1	Preliminary project report	

	Day3	Detailed project report, Techno economic Feasibility	
15th week		HOLIDAY	PUJA VACATION
16th week	Day1	Detailed project report, Techno economic Feasibility	
	Day1	Project Viability	
		<b>4. Management Principles (5P)</b>	
17TH week	Day3	Definitions of management	
		Principles of management	
	Day1	Functions of management (planning, organising, staffing, directing and controlling etc.)	
	Day1	Functions of management (planning, organising,	
18 TH WEEK	Day3	Level of Management in an Organisation	
		<b>5. Functional Areas of Management (10P)</b>	
	Day1	a) Production management i. Functions, Activities ii. Productivity iii. Quality control iv. Production Planning and control	
	Day1	b) Inventory Management i. Need for Inventory management ii. Models/Techniques of Inventory management	
		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)	
	Day2	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)	

	Day3	<p>c) Financial Management</p> <ul style="list-style-type: none"> <li>i. Functions of Financial management</li> <li>ii. Management of Working capital</li> <li>iii. Costing (only concept)</li> <li>iv. Break even</li> <li>v. Brief idea about Analysis</li> </ul> <p>Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts)</p>	
19th week	Day1	<p>d) Marketing Management</p> <ul style="list-style-type: none"> <li>i. Concept of Marketing and Marketing Management</li> <li>ii. Marketing Techniques (only concepts)</li> <li>iii. Concept of 4P s (Price, Place, Product, Promotion)</li> </ul>	
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		<p>e) Human Resource Management</p> <ul style="list-style-type: none"> <li>i. Functions of Personnel Management</li> <li>ii. Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training &amp; Development, Payment of Wages</li> </ul>	
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		<b>6. Leadership and Motivation (6P)</b>	
		<p>a) Leadership</p> <ul style="list-style-type: none"> <li>i. Definition and Need/Importance</li> <li>ii. Qualities and functions of a leader</li> <li>iii. Manager Vs Leader</li> <li>iv. Style of Leadership (Autocratic, Democratic, Participative)</li> </ul>	

EXTRA CLASS

	<p>a) Leadership</p> <ul style="list-style-type: none"> <li>i. Definition and Need/Importance</li> <li>ii. Qualities and functions of a leader</li> <li>iii. Manager Vs Leader</li> <li>iv. Style of Leadership (Autocratic, Democratic, Participative)</li> </ul>	
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	<p>b) Motivation</p> <ul style="list-style-type: none"> <li>i. Definition and characteristics</li> <li>ii. Importance of motivation</li> <li>iii. Factors affecting motivation</li> <li>iv. Theories of motivation (Maslow)</li> <li>v. Methods of Improving Motivation</li> <li>vi. Importance of Communication in Business</li> <li>vii. Types and Barriers of Communication</li> </ul>	
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	<p><b>7. Work Culture, TQM &amp; Safety (5P)</b></p>	
	<p>Human relationship and Performance in Organization</p>	
	<p>Relations with Peers, Superiors and Subordinates</p>	
	<p>TQM concepts: Quality Policy, Quality Management, Quality system</p>	
	<p>Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE)</p>	

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	<b>8. Legislation (6P)</b>	
	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
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	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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	<b>9. Smart Technology (6P)</b>	
	Concept of IOT, How IOT works	
	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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Samita Sahoo  
SIGNATURE OF THE FACULTY