

LESSON PLAN FOR WINTER 2023

Department: Civil Engineering	Semester : 5TH SEC-A	Name of the Teaching faculty: MEHEBOOB BAHAR KHAN	
Subject :- Th1. ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY	No.of Days/ week class allotted : 04/week	Semester from date: 01/07/2024 to 08/11/2024 No. of Weeks :19 Topics to be covered:-	
Week	Class Day	Topics	Remarks
8TH WEEK		1. Entrepreneurship (10P)	
	1st	Concept /Meaning of Entrepreneurship	
	2nd	Need of Entrepreneurship,Characteristics, Qualities and Types of entrepreneur, Functions	
9th WEEK	2nd	Barriers in entrepreneurship, Entrepreneurs vrs. Manager	
	3rd	Forms of Business Ownership: Sole proprietorship, partnership forms and others. Types of Industries, Concept of Start-ups	
10th WEEK	1st	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI,	
	2nd	Entrepreneurial support agencies at National, State,	
11th WEEK	1st	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
	2nd	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
		2. Market Survey and Opportunity Identification (Business Planning)(8P)	
	3rd	Business Planning,SSI, Ancillary Units, Tiny Units, Service sector Units	
12th WEEK	2nd	Time schedule Plan, Agencies to be contacted for Project Implementation	
	3rd	Assessment of Demand and supply and Potential areas of Growth	
13th WEEK	1st	Assessment of Demand and supply and Potential	
	2nd	Identifying Business Opportunity	
	3rd	Final Product selection	
		3. Project report Preparation (4P)	
		Preliminary project report	
14th WEEK	1st	Detailed project report, Techno economic Feasibility	
	2nd	Detailed project report, Techno economic Feasibility	

	3rd	Project Viability	
		4. Management Principles (5P)	
		Definitions of management	
15th WEEK	PUJA VACATION		
16th WEEK	1st	Principles of management	
	2nd	Functions of management (planning, organising, staffing, directing and controlling etc.)	
	3rd	Functions of management (planning, organising, staffing, directing and controlling etc.) Level of Management in an Organisation	
		5. Functional Areas of Management (10P)	
17th WEEK	1st	a) Production management i. Functions, Activities ii. Productivity iii. Quality control iv. Production Planning and control	
	2nd	b) Inventory Management	
	3rd	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	
18th WEEK	1st	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	
	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)	

19th WEEK	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	
	2nd	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 (6P)	
	3rd	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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		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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EXTRA CLASSES REQUIRED

PUJA HOLIDAYS	
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)	
Human relationship and Performance in Organization	
Relations with Peers, Superiors and Subordinates	
TQM concepts: Quality Policy, Quality Management, Quality system	
Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	
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8. Legislation (6P)	
a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrightssalient points)	
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b) Features of Factories Act 1948 with Amendment (only salient points)	
b) Features of Factories Act 1948 with Amendment	
c) Features of Payment of Wages Act 1936 (only)	
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9. Smart Technology (6P)	
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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Mehboob Bahar Khan.

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