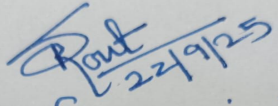


LESSON PLAN		
DISCIPLINE: CIVIL ENGG.	SEMESTER: 5TH	NAME OF THE FACULTY: SUSHREE SOURAVI ROUT
SUBJECT: ENTREPRENEURSHIP MANAGEMENT & SMART TECHNOLOGY	NO OF DAYS/WEEK CLASS ALLOTTED: 60	SEMESTER FROM DATE: 14.07.2025 TO 15.11.2025
WEEK	CLASS/DAY	THEORY TOPICS
1st	1	<b>Entrepreneurship</b>
	2	Concept /Meaning of Entrepreneurship
	3	Need of Entrepreneurship
	4	Characteristics, Qualities and Types of entrepreneur, Functions
2nd	5	Barriers in entrepreneurship
	6	Entrepreneurs vrs. Manager
	7	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	8	Types of Industries, Concept of Start-ups
3rd	9	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	10	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	11	<b>Market Survey and Opportunity Identification (Business Planning)</b> Business Planning
	12	SSI, Ancillary Units, Tiny Units, Service sector Units
4th	13	Time schedule Plan, Agencies to be contacted for Project Implementation
	14	
	15	Assessment of Demand and supply and Potential areas of Growth
	16	
5th	17	Identifying Business Opportunity
	18	Final Product selection
	19	<b>Project report Preparation</b> Preliminary project report
	20	Detailed project report, Techno economic Feasibility
6th	21	
	22	Project Viability
	23	<b>Management Principles</b>
	24	Definitions of management
	25	Principles of management
	26	Functions of management (planning, organising, staffing, directing and controlling etc.)
	27	Level of Management in an Organisation

7th	28	<b>Functional Areas of Management</b> <u>a) Production management</u> Functions, Activities Productivity Quality control Production Planning and control
8th	29	<u>b) Inventory Management</u> Need for Inventory management
	30	Models/Techniques of Inventory management
	31	<u>c) Financial Management</u> Functions of Financial management Management of Working capital
	32	Costing (only concept) Break even Analysis Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
9th	33	
	34	<u>d) Marketing Management</u> Concept of Marketing and Marketing Management
	35	Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	36	<u>e) Human Resource Management</u> Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
10th	37	
	38	<b>Leadership and Motivation</b> <u>a) Leadership</u>
	39	Definition and Need/Importance Qualities and functions of a leader
	40	Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
11th	41	<u>b) Motivation</u> Definition and characteristics
	42	Importance of motivation Factors affecting motivation Theories of motivation (Maslow)
	43	Methods of Improving Motivation Importance of Communication in Business Types and Barriers of Communication
	44	<b>Work Culture, TQM &amp; Safety</b> Human relationship and Performance in Organization
12th	45	Relations with Peers, Superiors and Subordinates
	46	TQM concepts: Quality Policy, Quality Management, Quality system
	47	Accidents and Safety, Cause, preventive measures, General Safety
	48	Rules , Personal Protection Equipment(PPE)

13th	49	<b>Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	50	b) Features of Factories Act 1948 with Amendment (only salient points)
	51	
	52	
14th	53	c) Features of Payment of Wages Act 1936 (only salient points)
	54	
	55	<b>Smart Technology</b>
	56	Concept of IOT, How IOT works
15th	57	Components of IOT, Characteristics of IOT, Categories of IOT
	58	
	59	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	60	

  
 Sushree Souravi Rout  
 Lecturer in Civil Engg