

LESSION PLAN 5TH SEMESTER(2021-22)				
SUBJECT- Th1. ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY				
NAME OF THE FACULTY- DEBASIS PATRA				
MONTH	MODULE/ UNIT	COURSE TO BE COVERED	TOTAL NO. OF CLASS	REMARK
OCTOBER	UNIT-1	Entrepreneurship	10	
		Concept /Meaning of Entrepreneurship	01	
		Need of Entrepreneurship	01	
		Characteristics, Qualities and Types of entrepreneur, Functions	01	
		Barriers in entrepreneurship	01	
		Entrepreneurs vrs. Manager	01	
		Forms of Business Ownership: Sole proprietorship, partnership forms and others	01	
		Types of Industries, Concept of Start-ups	01	
		Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc	02	
		Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	01	
	UNIT-2	Market Survey and Opportunity Identification(Business Planning)	08	
		Business Planning	01	
		SSI, Ancillary Units, Tiny Units, Service sector Units	01	
		Time schedule Plan, Agencies to be contacted for Project Implementation	02	
		Assessment of Demand and supply and Potential areas of Growth	02	
		Identifying Business Opportunity	01	
		Final Product selection	01	
NOVEMBER	UNIT-3	Project report Preparation	04	
		Preliminary project report	01	
		Detailed project report, Techno economic Feasibility	02	
		Project Viability	01	
	UNIT-4	Management Principles	05	
		Definitions of management.	01	
		Principles of management	01	

		Functions of management (planning, organising, staffing, directing and controlling etc.)	02	
		Level of Management in an Organisation	01	
	UNIT-5	Functional Areas of Management	10	
\		a) Production management Functions, Activities• Productivity• Quality control• Production Planning and control•	02	
		b) Inventory Management Need for Inventory management• Models/Techniques of Inventory management•	02	
		c) Financial Management Functions of Financial management• Management of Working capital• Costing (only concept)• Break even Analysis•	02	
		Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)	01	
		d) Marketing Management Concept of Marketing and Marketing Management• Marketing Techniques (only concepts)• Concept of 4P s (Price, Place, Product, Promotion)•	01	
		e) Human Resource Management Functions of Personnel Management• Manpower Planning, Recruitment, Sources of manpower, Selection process, Method• of Testing, Methods of Training & Development, Payment of Wages	02	
DECEMBER	UNIT-6	Leadership and Motivation	06	
		a) Leadership Definition and Need/Importance• Qualities and functions of a leader• Manager Vs Leader• Style of Leadership (Autocratic, Democratic, Participative)•	03	
		b) Motivation Definition and characteristics• Importance of motivation• Factors affecting motivation• Theories of motivation (Maslow)• Methods of Improving Motivation• Importance of	03	

		Communication in Business• Types and Barriers of Communication•		
	UNIT-7	Work Culture, TQM & Safety	05	
		Human relationship and Performance in Organization	01	
		Relations with Peers, Superiors and Subordinates	01	
		TQM concepts: Quality Policy, Quality Management, Quality system	01	
		Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	02	
JANUARY	UNIT-8	Legislation	06	
		Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights	02	
		Features of Factories Act 1948 with Amendment (only salient points)	02	
		Features of Payment of Wages Act 1936 (only salient points)	02	
	UNIT-9	Smart Technology	06	
		Concept of IOT, How IOT works	01	
		Components of IOT, Characteristics of IOT, Categories of IOT	02	
		Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	03	