

LESSON PLAN

Discipline: Civil engineering	Semester : 5 TH	No. of periods available: 51	Name of Teaching Faculty:
Subject: Entrepreneurship and Management & Smart Technology(TH1)	No. of Days/ per week class allotted : 4 periods per week		No. of weeks : 13
Week	Class Day		Topics to be covered
1 st	1 st	1	Concept /Meaning of entrepreneurship and Need of Entrepreneurship
	2 nd	1	Characteristics, Qualities and Types of entrepreneur
	3 rd	1	Functions and Barriers in entrepreneurship
	4 th	1	Entrepreneurs vs Manager Forms of Business Ownership: Sole proprietorship
2 nd	5 th	1	Partnership forms, Cooperative society business
	6 th	1	joint Hindu family business , joint stock company
	7 th	1	types of Industries, Concept of Start-ups
	8 th	1	Entrepreneurial support agencies at National, State, DistrictLevel(Sources): DIC, NSIC,OSIC, SIDBI
3 rd	9 th	1	NABARD, Commercial Banks, KVIC etc.
	10 th	1	Technology Business Incubators (TBI) and Science andTechnology Entrepreneur Parks
	11 th	1	Business Planning, SSI, Ancillary Units, Tiny Units, Service Sector
	12 th	1	Units
4 th	13 th	1	Time schedule Plan, Agencies to be contacted for ProjectImplementation

	14 th	1	Assessment of Demand and supply, Potential areas of Growth
	15 th	1	Identifying Business Opportunity
	16 th	1	Final Product selection
5 th	17 th	1	Preliminary project report
	18 th	1	Detailed project report
	19 th	1	Techno economic Feasibility, Project Viability
	20 th	1	Definitions of management ,Principles of management
6 th	21 st	1	Functions of management : planning
	22 nd	1	organizing , Staffing
	23 rd	1	directing and controlling
	24 th	1	Level of Management in an Organization
7 th	25 th	1	Quiz test
	26 th	1	Production management :Functions, Activities andProductivity, Quality control
	27 th	1	Production Planning and control, Inventory Management
	28 th	1	Need for Inventory management .Models/Techniques of Inventory management
8 th	29 th	1	Financial Management :Functions of Financial management,management of Working capital
	30 th	1	Costing (only concept),Break even Analysis,
	31 st	1	Brief idea about Accounting Terminologies: Book Keeping,Journal entry, Petty Cash book
	32 nd	1	P&L Accounts, Balance Sheets(only Concepts)
9 th	33 rd	1	Marketing Management : Concept of Marketing and MarketingManagement
	34 th	1	Marketing Techniques (only concepts) Concept of 4P s (Price,Place, Product, Promotion)

	35 th	1	Human Resource Management : Functions of Personnel Management, Manpower Planning,
	36 th	1	Recruitment, Sources of manpower, Selection process
10 th	37 th	1	Method of Testing, Methods of Training & Development, Payment of Wages
	38 th	1	Leadership: Definition and Need/Importance qualities of a leader
	39 th	1	Leadership: qualities of a leader
	40	1	Functions of a leader and Manager Vs Leader
11 th	41 st	1	Style of Leadership (Autocratic, Democratic, Participative)
	42 nd	1	Motivation : Definition and characteristics and Importance of motivation
	43 rd	1	Factors affecting motivation and Theories of motivation(Maslow)
	44 th	1	Methods of Improving Motivation, Importance of Communication in Business, Types and Barriers of Communication
12 th	45 th	1	Work Culture, TQM & Safety :Human relationship and Performance in Organization, Relations with Peers, Superiors and Subordinates
	46 th	1	TQM concepts: Quality Policy, Quality Management
	47 th	1	Quality system, Accidents and Safety, Causes of accident
	48 th	1	Preventive measures, General Safety Rules ,
			Personal Protection Equipment(PPE)

13 th	49 th	1	Legislation: Intellectual Property Rights(IPR) ,Patents, Trademarks and copyrights
	50 th	1	Features of Factories Act 1948 with Amendment (onlysalient points) ,Features of Payment of Wages Act 1936 (only salient points)
	51 st	1	Smart Technology : Concept of IOT, How IOT works
	52 nd	1	Components of IOT, Characteristics of IOT, Categories of IOT Applications of IOT: Smart Cities, Smart Transportation, Smart Home Smart Healthcare, Smart industry, Smart Agriculture, Smart Energy Management etc