

**LESSON PLAN FOR ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY.**

<b>Mechanical Engineering</b>	<b>5<sup>th</sup> semester</b>	
<b>ENTREPRENEURSHIP and MANAGEMENT &amp; SMART TECHNOLOGY</b>	04/week	Semester
		No. of weeks :15
Week	Class day	Theory topics
<b>1</b>	1st	Introduction, Course outcomes, Reference books for subject.
	2nd	Concept/Meaning of Entrepreneurship
	3rd	Need of Entrepreneurship
	4th	Characteristics , Qualities and Types of entrepreneur, Functions
<b>2</b>	1st	Barriers in entrepreneurship
	2nd	Entrepreneurs Vrs Manger
	3rd	Forms of Business Ownership: Solo proprietorship, partnership forms and others
	4th	Types of Industries, concept of Start-ups
<b>3</b>	1st	Entrepreunial support agencies at National, Staste, District Level(Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	2nd	Technology Business Incubators(TBI) and Science and Technology Entrepreneur Parks.
	3rd	Business Planning
	4th	SSI, Ancillary Units
<b>4</b>	1st	Tiny Units, Servicr sector Units
	2nd	Time schedule plan, Agencies to be contacted for project implementation
	3rd	Assessment of Demand and Supply
	4th	Pontential areas of Growth
<b>5</b>	1st	Identifying Business Opportunity
	2nd	Final Product Selection.
	3rd	Preliminary project report
	4th	Detailed project report
<b>6</b>	1st	Techno economic Feasibility
	2nd	Project Viability
	3rd	Definitions of management
	4th	Principles of management

7	1st	Functions of management (planning, organising, staffing)
	2nd	Functions of management( directing and controlling etc.)
	3rd	Level of Management in an Organisation
	4th	Production management <ul style="list-style-type: none"> <li>• Functions</li> <li>• Activities</li> <li>•</li> </ul>
8	1st	Production management <ul style="list-style-type: none"> <li>• Quality control</li> <li>• Production Planning and control</li> </ul>
	2nd	Inventory Management <ul style="list-style-type: none"> <li>• Need for Inventory management</li> </ul>
	3rd	Inventory Management <ul style="list-style-type: none"> <li>• Models/Techniques of Inventory management</li> </ul>
	4th	Comparision of Nuclear and Thermal power plant.
9	1st	Financial Management <ul style="list-style-type: none"> <li>• Functions of Financial management</li> <li>• Management of Working capital</li> <li>• Costing (only concept)</li> </ul>
	2nd	<ul style="list-style-type: none"> <li>• Break even Analysis</li> <li>• Brief idea about Accounting</li> </ul> Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	3rd	Marketing Management <ul style="list-style-type: none"> <li>• Concept of Marketing and Marketing Management</li> <li>• Marketing Techniques (only concepts)</li> </ul>
	4th	Concept of 4P s (Price, Place, Product, Promotion)
10	1st	Human Resource Management <ul style="list-style-type: none"> <li>• Functions of Personnel Management</li> </ul>
	2nd	<ul style="list-style-type: none"> <li>• Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training &amp; Development, Payment of Wages</li> </ul>
	3rd	Leadership <ul style="list-style-type: none"> <li>• Definition and Need/Importance</li> </ul>
	4th	<ul style="list-style-type: none"> <li>• Qualities and functions of a leader</li> </ul> Manager Vs Leader

11	1st	Style of Leadership (Autocratic Democratic, Participative)
	2nd	Motivation <ul style="list-style-type: none"> <li>• Definition and characteristics</li> <li>• Importance of motivation</li> <li>• Factors affecting motivation</li> <li>• Theories of motivation (Maslow)</li> </ul>
	3rd	Motivation <ul style="list-style-type: none"> <li>• Methods of Improving Motivation</li> <li>• Importance of Communication in Business</li> <li>• Types and Barriers of Communicatio</li> </ul>
	4th	Work Culture, TQM & Safety <ul style="list-style-type: none"> <li>• Human relationship and Performance in Organization</li> </ul>
12	1st	Relations with Peers, Superiors and Subordinates
	2nd	TQM concepts: Quality Policy, Quality Management, Quality system
	3rd	Accidents and Safety, Cause, preventive measures,
	4th	General Safety Rules , Personal Protection Equipment(PPE)
13	1st	Legislation a) Intellectual Property Rights(IPR),
	2nd	b) Features of Factories Act 1948 with Amendment (only salient points)
	3rd	b) Features of Factories Act 1948 with Amendment (only salient points)
	4th	c) Features of Payment of Wages Act 1936 (only salient points)
14	1st	c) Features of Payment of Wages Act 1936 (only salient points)
	2nd	c) Features of Payment of Wages Act 1936 (only salient points)
	3rd	Smart Technology
	4th	<ul style="list-style-type: none"> <li>• Concept of IOT, How IOT works</li> </ul>
15	1st	<ul style="list-style-type: none"> <li>• Components of IOT, Characteristics of IOT</li> </ul>
	2nd	Categories of IOT
	3rd	<ul style="list-style-type: none"> <li>• Applications of IOT- Smart Cities, Smart Transportation, Smart Home</li> </ul>
	4th	Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.

**TOTAL PERIODS: 60**  
**NO. OF WEEKS : 15**