

**BHUBANANANDA ODISHA SCHOOL OF ENGINEERING, CUTTACK  
DEPARTMENT OF CIVIL ENGINEERING**



**LESSON PLAN**

SUBJECT: ENTREPRENEURSHIP AND MANAGEMENT & SMART TECHNOLOGY (TH 1)    ACCADEMIC SESSION: 2022-23

FACULTY: MISS SWARNAPRAVA DEVI

SEMESTER: 5<sup>TH</sup>

SEC: B

Sd/-  
H O D (Civil Engg.)

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<b>Discipline:</b> Civil Engineering	<b>Semester:</b> 5 <sup>th</sup> B		<b>Name of the teaching faculty:</b> SWARNAPRAVA DEVI
<b>Subject:</b> ENTREPRENEURSHIP AND MANAGEMENT & SMART TECHNOLOGY	<b>No. of Days/ per week class allotted: 04</b> <b>period per week. (Mon-01,Tue-01,Wed-</b> <b>01,Fri-01)</b>		<b>Semester From Date: 15-09-2022 To Date: 22-12-2022</b> <b>No. of weeks: 14 weeks</b>
<b>Week</b>	<b>Class Day</b>	<b>No of period available</b>	<b>Theory Topics</b>
1ST	16/9/2022	1	1. Entrepreneurship Concept /Meaning of Entrepreneurship • Need of Entrepreneurship
2ND	19/9/2022	1	• Characteristics, Qualities and Types of entrepreneur, Functions • Barriers in entrepreneurship
	20/9/2022	1	• Entrepreneurs vrs. Manager • Forms of Business Ownership: Sole proprietorship, partnership forms and others
	21/9/2022	1	• Types of Industries, Concept of Start-ups • Entrepreneurial support agencies at National, State, District Level( Sources): DIC
	23/9/2022	1	• NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc. Technology Business Incubators (TBI) and Science and Technology Entrepreneur• Parks
3RD	26/9/2022	1	2. Market Survey and Opportunity Identification (Business Planning) Business Planning
	27/9/2022	1	• SSI, Ancillary Units, Tiny Units, Service sector Units
	28/9/2022	1	• Time schedule Plan, Agencies to be contacted for Project Implementation
	30/9/2022	1	• Assessment of Demand and supply and Potential areas of Growth
4TH	10/10/2022	1	• Identifying Business Opportunity • Final Product selection
	11/10/2022	1	3. Project report Preparation Preliminary project report • Detailed project report,
	12/10/2022	1	Techno economic Feasibility • Project Viability

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	14/10/2022	1	4. Management Principles Definitions of management <ul style="list-style-type: none"> <li>• Principles of management</li> </ul>
5TH	17/10/2022	1	<ul style="list-style-type: none"> <li>• Functions of management (planning, organising, staffing, directing and controlling etc.)</li> </ul>
	18/10/2022	1	<ul style="list-style-type: none"> <li>• Level of Management in an Organisation</li> </ul>
	19/10/2022	1	5. Functional Areas of Management a) Production management Functions, Activities <ul style="list-style-type: none"> <li>• Productivity</li> <li>• Quality control</li> <li>• Production Planning and control</li> </ul>
	21/10/2022	1	<ul style="list-style-type: none"> <li>• b) Inventory Management Need for Inventory management</li> <li>• Models/Techniques of Inventory management</li> <li>• c) Financial Management Functions of Financial management</li> </ul>
6TH	25/10/2022	1	<b>CLASS TEST 1</b>
	26/10/2022	1	<ul style="list-style-type: none"> <li>• Management of Working capital</li> <li>• Costing (only concept)</li> <li>• Break even Analysis</li> </ul>
	28/10/2022	1	<ul style="list-style-type: none"> <li>• Brief idea about Accounting Terminologies: Book Keeping, Journal entry,</li> </ul>
7TH	31/10/2022	1	<ul style="list-style-type: none"> <li>• Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts) d) Marketing Management Concept of Marketing and Marketing Management</li> </ul>
	01/11/2022	1	<ul style="list-style-type: none"> <li>• Marketing Techniques (only concepts)</li> </ul>
	02/11/2022	1	<ul style="list-style-type: none"> <li>• Concept of 4P s (Price, Place, Product, Promotion)</li> <li>• e) Human Resource Management Functions of Personnel Management</li> </ul>
	04/11/2022	1	<ul style="list-style-type: none"> <li>• Manpower Planning, Recruitment, Sources of manpower, Selection process, Method</li> </ul>
8TH	07/11/2022	1	<ul style="list-style-type: none"> <li>• of Testing, Methods of Training &amp; Development, Payment of Wages</li> </ul>
	09/11/2022	1	6. Leadership and Motivation a) Leadership Definition and Need/Importance <ul style="list-style-type: none"> <li>• Qualities and functions of a leader</li> <li>• Manager Vs Leader</li> </ul>
	11/11/2022	1	<ul style="list-style-type: none"> <li>• Style of Leadership (Autocratic, Democratic, Participative)</li> <li>• b) Motivation Definition and characteristics</li> <li>• Importance of motivation</li> </ul>

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9TH	14/11/2022	1	• Factors affecting motivation
	15/11/2022	1	<b>INTERNAL ASSESSMENT</b>
	16/11/2022	1	<b>INTERNAL ASSESSMENT</b>
	18/11/2022	1	• Theories of motivation (Maslow)
10TH	21/11/2022	1	• Methods of Improving Motivation
	22/11/2022	1	• Importance of Communication in Business • Types and Barriers of Communication
	23/11/2022	1	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	25/11/2022	1	• Relations with Peers, Superiors and Subordinates
11TH	28/11/2022	1	<b>CLASS TEST-2</b>
	29/11/2022	1	• TQM concepts: Quality Policy, Quality Management, Quality system
	30/11/2022	1	• Accidents and Safety, Cause, preventive measures, General Safety Rules ,
	02/12/2022	1	• Personal Protection Equipment(PPE)
12TH	05/12/2022	1	8. Legislation a) Intellectual Property Rights(IPR), Patents,
	06/12/2022	1	Trademarks, Copyrights b) Features of Factories Act 1948 with Amendment (only salient points)
	07/12/2022	1	c) Features of Payment of Wages Act 1936 (only salient points)
	09/12/2022	1	9. Smart Technology Concept of IOT, How IOT works
13TH	12/12/2022	1	• Components of IOT, Characteristics of IOT, Categories of IOT
	13/12/2022	1	• Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart
	14/12/2022	1	<b>CLASS TEST-3</b>
	16/12/2022	1	• Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
14TH	19/12/2022	1	REVISION
	20/12/2022	1	PREVIOUS YEAR QUESTION
	21/12/2022	1	PREVIOUS YEAR QUESTION