

**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 SANGITA MOHANTY

SEMESTER: 5TH

SEC: B

Sd/-
H O D (Civil Engg.)

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Discipline: Civil Engineering	Semester: 5 th C		Name of the teaching faculty: SANGITA MOHANTY
Subject: ENTREPRENEURSHIP AND MANAGEMENT & SMART TECHNOLOGY	No. of Days/ per week class allotted: 04 period per week. (Mon-01, Wed-01, Fri- 01, Sat-1)		Semester From Date: 15-09-2022 To Date: 22-12-2022 No. of weeks: 14 weeks
Week	Class Day	No of period available	Theory Topics
1ST	16/9/2022	1	1. Entrepreneurship Concept /Meaning of Entrepreneurship • Need of Entrepreneurship
	17/9/2022	1	• Characteristics, Qualities and Types of entrepreneur, Functions
2ND	19/9/2022	1	• Barriers in entrepreneurship
	21/9/2022	1	• Entrepreneurs vrs. Manager • Forms of Business Ownership: Sole proprietorship, partnership forms and others
	23/9/2022	1	• Types of Industries, Concept of Start-ups • Entrepreneurial support agencies at National, State, District Level(Sources): DIC
	24/9/2022	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
	28/9/2022	1	• SSI, Ancillary Units, Tiny Units, Service sector Units
	30/9/2022	1	• Time schedule Plan, Agencies to be contacted for Project Implementation
	01/10/2022	1	• Assessment of Demand and supply and Potential areas of Growth
4TH	10/10/2022	1	• Identifying Business Opportunity • Final Product selection
	12/10/2022	1	3. Project report Preparation Preliminary project report

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			<ul style="list-style-type: none"> • Detailed project report,
	14/10/2022	1	Techno economic Feasibility <ul style="list-style-type: none"> • Project Viability
	15/10/2022	1	4. Management Principles Definitions of management <ul style="list-style-type: none"> • Principles of management
5TH	17/10/2022	1	<ul style="list-style-type: none"> • Functions of management (planning, organising, staffing, directing and controlling etc.)
	19/10/2022	1	<ul style="list-style-type: none"> • Level of Management in an Organisation
	21/10/2022	1	5. Functional Areas of Management a) Production management Functions, Activities <ul style="list-style-type: none"> • Productivity • Quality control • Production Planning and control
	22/10/2022	1	<ul style="list-style-type: none"> • b) Inventory Management Need for Inventory management • Models/Techniques of Inventory management • c) Financial Management Functions of Financial management
6TH	26/10/2022	1	CLASS TEST 1
	28/10/2022	1	<ul style="list-style-type: none"> • Management of Working capital • Costing (only concept) • Break even Analysis
	29/10/2022	1	<ul style="list-style-type: none"> • Brief idea about Accounting Terminologies: Book Keeping, Journal entry,
7TH	31/10/2022	1	<ul style="list-style-type: none"> • Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) d) Marketing Management Concept of Marketing and Marketing Management
	02/11/2022	1	<ul style="list-style-type: none"> • Marketing Techniques (only concepts)
	04/11/2022	1	<ul style="list-style-type: none"> • Concept of 4P s (Price, Place, Product, Promotion) • e) Human Resource Management Functions of Personnel Management
	05/11/2022	1	<ul style="list-style-type: none"> • Manpower Planning, Recruitment, Sources of manpower, Selection process, Method
8TH	07/11/2022	1	<ul style="list-style-type: none"> • of Testing, Methods of Training & Development, Payment of Wages
	09/11/2022	1	6. Leadership and Motivation a) Leadership Definition and Need/Importance <ul style="list-style-type: none"> • Qualities and functions of a leader • Manager Vs Leader

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	11/11/2022	1	<ul style="list-style-type: none"> • Style of Leadership (Autocratic, Democratic, Participative) • b) Motivation Definition and characteristics
	12/11/2022	1	<ul style="list-style-type: none"> • Importance of motivation
9TH	14/11/2022	1	<ul style="list-style-type: none"> • Factors affecting motivation
	16/11/2022	1	INTERNAL ASSESSMENT
	18/11/2022	1	<ul style="list-style-type: none"> • Theories of motivation (Maslow)
	19/11/2022	1	<ul style="list-style-type: none"> • Methods of Improving Motivation
10TH	21/11/2022	1	<ul style="list-style-type: none"> • Importance of Communication in Business
	23/11/2022	1	<ul style="list-style-type: none"> • Types and Barriers of Communication
	25/11/2022	1	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	26/11/2022	1	<ul style="list-style-type: none"> • Relations with Peers, Superiors and Subordinates
11TH	28/11/2022	1	CLASS TEST-2
	30/11/2022	1	<ul style="list-style-type: none"> • TQM concepts: Quality Policy, Quality Management, Quality system
	02/12/2022	1	<ul style="list-style-type: none"> • Accidents and Safety, Cause, preventive measures, General Safety Rules ,
	03/12/2022	1	<ul style="list-style-type: none"> • Personal Protection Equipment(PPE)
12TH	05/12/2022	1	8. Legislation a) Intellectual Property Rights(IPR), Patents,
	07/12/2022	1	Trademarks, Copyrights b) Features of Factories Act 1948 with Amendment (only salient points)
	09/12/2022	1	c) Features of Payment of Wages Act 1936 (only salient points)
	10/12/2022	1	9. Smart Technology Concept of IOT, How IOT works
13TH	12/12/2022	1	<ul style="list-style-type: none"> • Components of IOT, Characteristics of IOT, Categories of IOT
	14/12/2022	1	<ul style="list-style-type: none"> • Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart
	16/12/2022	1	CLASS TEST-3
	17/12/2022	1	<ul style="list-style-type: none"> • Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
14TH	19/12/2022	1	REVISION
	21/12/2022	1	PREVIOUS YEAR QUESTION