

<b>LESSON PLAN: (ENTREPRENEURSHIP and MANAGEMENT &amp; SMART TECHNOLOGY)</b>		
<b>Discipline :</b>	<b>CIVIL ENGINEERING</b>	
<b>Faculty :</b>	<b>SAMIR PUROHIT</b>	
<b>Semester :</b>	<b>5TH</b>	
<b>Duration :</b>	<b>14 WEEKS (1<sup>ST</sup> AUGUST 2023 to 30<sup>TH</sup> NOVEMBER 2023)</b>	
<b>Work Load :</b>	<b>Lecture :</b>	<b>4 Lectures per week (50 minutes per Class)</b>
<b>Week</b>	<b>Week Day</b>	<b>Theory</b>
1 <sup>st</sup>	1 <sup>st</sup>	Concept /Meaning of Entrepreneurship
	2 <sup>nd</sup>	Need of Entrepreneurship
	3 <sup>rd</sup>	Characteristics, Qualities and Types of entrepreneur, Functions
	4 <sup>th</sup>	Barriers in entrepreneurship
2 <sup>nd</sup>	5 <sup>th</sup>	Entrepreneurs vs. Manager
	6 <sup>th</sup>	Forms of Business Ownership: Sole proprietorship
	7 <sup>th</sup>	partnership forms and others Types of Industries, Concept of Start-ups
	8 <sup>th</sup>	Entrepreneurial support agencies at National, State, District Level( Sources):
3 <sup>rd</sup>	9 <sup>th</sup>	DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	10 <sup>th</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	11 <sup>th</sup>	Business Planning
	12 <sup>th</sup>	SSI, Ancillary Units, Tiny Units
4 <sup>th</sup>	13 <sup>th</sup>	Service sector Units
	14 <sup>th</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation
	15 <sup>th</sup>	Assessment of Demand and supply
	16 <sup>th</sup>	Potential areas of Growth
5 <sup>th</sup>	17 <sup>th</sup>	Identifying Business Opportunity
	18 <sup>th</sup>	Final Product selection
	19 <sup>th</sup>	Preliminary project report
	20 <sup>th</sup>	Detailed project report,
6 <sup>th</sup>	21 <sup>th</sup>	Techno economic Feasibility
	22 <sup>th</sup>	Project Viability
	23 <sup>th</sup>	Definitions of management
	24 <sup>th</sup>	Principles of management
7 <sup>th</sup>	25 <sup>th</sup>	planning, organizing, staffing stages of Management Principles
	26 <sup>th</sup>	directing and controlling stages of Management Principles Level of Management in an Organization
	27 <sup>th</sup>	Functions, Activities Productivity of production management
	28 <sup>th</sup>	Quality control Production Planning and control of production management
8 <sup>th</sup>	29 <sup>th</sup>	Need for Inventory management
	30 <sup>th</sup>	Need for Inventory management
	31 <sup>th</sup>	Functions of Financial management of Working capital

		Costing (only concept)
	32 <sup>th</sup>	Break even Analysis Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
9 <sup>th</sup>	33 <sup>th</sup>	Concept of Marketing and Marketing Management Marketing Techniques (only concepts)
	34 <sup>th</sup>	Concept of 4P s (Price, Place, Product, Promotion)
	35 <sup>th</sup>	Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower
	36 <sup>th</sup>	Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
10 <sup>th</sup>	37 <sup>th</sup>	Definition, Need/Importance, Qualities and functions of a leader
	38 <sup>th</sup>	Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	39 <sup>th</sup>	Definition and characteristics Importance of motivation
	40 <sup>th</sup>	Factors affecting motivation Theories of motivation (Maslow)
11 <sup>th</sup>	41 <sup>th</sup>	Methods of Improving Motivation Importance of Communication in Business
	42 <sup>th</sup>	Types and Barriers of Communication
	43 <sup>th</sup>	Human relationship and Performance in Organization
	44 <sup>th</sup>	Relations with Peers, Superiors and Subordinates
12 <sup>th</sup>	45 <sup>th</sup>	TQM concepts: Quality Policy, Quality Management, Quality system
	46 <sup>th</sup>	Accidents and Safety, Cause, preventive measures
	47 <sup>th</sup>	General Safety Rules , Personal Protection Equipment(PPE)
	48 <sup>th</sup>	Intellectual Property Rights(IPR), of LEGISLATION
13 <sup>th</sup>	49 <sup>th</sup>	Patents, Trademarks, of LEGISLATION
	50 <sup>th</sup>	Features of Factories Act 1948 with Amendment (only salient points)
	51 <sup>th</sup>	Features of Factories Act 1948 with Amendment (only salient points)
	52 <sup>th</sup>	Features of Payment of Wages Act 1936 (only salient points)
14 <sup>th</sup>	53 <sup>th</sup>	Features of Payment of Wages Act 1936 (only salient points)
	54 <sup>th</sup>	Concept of IOT, How IOT works
	55 <sup>th</sup>	Components of IOT, Characteristics of IOT, Categories of IOT
	56 <sup>th</sup>	Applications of IOT
14 <sup>th</sup>	57 <sup>th</sup>	Smart Cities, Smart Transportation
	58 <sup>th</sup>	Smart Home, Smart Healthcare,
	59 <sup>th</sup>	Smart Industry, Smart Agriculture
	60 <sup>th</sup>	Smart Energy Management etc