

**JHARSUGUDA ENGINEERING SCHOOL, JHARSUGUDA**  
**TH.1 ENTREPRENEURSHIP AND MANAGEMENT AND SMART TECHNOLOGY**  
**BY SUPRASAD PAL**  
**LESSON PLAN**  
**SESSION-2021-22**

Sl.No.	Chapter	Hours	WEEK	Lecture No.	Topic to be covered			
1.	Chapter-1	10	1	<b>KNOW ABOUT ENTREPRENEURSHIP, TYPES OF INDUSTRIES AND STARTUPS</b>				
				1	Concept/ meaning of entrepreneurship			
				1	Need of Entrepreneurship			
				1	Characteristics and Functions of entrepreneurs			
			2	1	Qualities and Types of entrepreneurs			
				1	Barriers in entrepreneurship			
				1	Barriers in entrepreneurship			
				1	Forms of Business Ownership: Sole proprietorship, partnership forms and others			
			3	1	Types of Industries, Concept of Start-ups			
				1	Entrepreneurial support agencies at National, State, District Level (Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.			
			2.	Chapter-2	8	4	<b>KNOW ABOUT VARIOUS TYPES SCHEMES OF ASSISTANCE BY ENTREPRENEURIAL SUPPORT AGENCIES</b>	
							1	Business Planning
1	SSI, Ancillary Units							
1	Tiny Units, Service sector Units							
5	1	Time schedule Plan						
	1	Agencies to be contacted for Project Implementation						
	1	Assessment of Demand and supply and Potential areas of Growth						
1	Identifying Business Opportunity							

				1	Final Product selection
3.	Chapter-3	4	6	<b>CONDUCT MARKET SURVEY</b>	
				1	Preliminary project report
				1	Detailed project report
				1	Techno economic Feasibility
				1	Project Viability
4.	Chapter-4	4	7	<b>PREPARE PROJECT REPORT</b>	
				1	Definitions of management
				1	Principles of management
				1	Functions of management (planning, organizing, staffing, directing and controlling etc.)
1	Level of Management in an Organization				
5.	Chapter-5	10	<b>KNOW THE MANAGEMENT PRINCIPLES AND FUNCTIONAL AREAS OF MANAGEMENT</b>		
			8	1	Production management (Functions, Activities Productivity)
				1	Quality control, Production Planning and control
				1	Need for Inventory management
					Models/Techniques of Inventory management
				1	Functions of Financial management
					Management of Working capital
					Costing (only concept)
				9	1
			Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets		
			1		Concept of Marketing and Marketing Management
			1		Marketing Techniques (only concepts)

				1	Concept of 4P s (Price, Place, Product, Promotion)
			10	1	Human Resource Management, Functions of Personnel Management
				1	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
6.	Chapter-6	6	10	<b>INCULCATE LEADERSHIP QUALITIES TO MOTIVATE SELF AND OTHERS</b>	
				1	Leadership, Definition and Need/Importance, Qualities and functions of a leader
				1	Manager Vs Leader
			Style of Leadership (Autocratic, Democratic, Participative)		
			11	1	Definition and characteristics
					Importance of motivation
				1	Factors affecting motivation
					Theories of motivation (Maslow)
				1	Methods of Improving Motivation
			Importance of Communication in Business		
1	Types and Barriers of Communication				
7.	Chapter-7	4	12	<b>MAINTAIN AND BE A PART OF HEALTHY WORK CULTURE IN AN ORGANISATION AND USE MODERN CONCEPTS LIKE TQM</b>	
				1	Human relationship and Performance in Organization
				1	Relations with Peers, Superiors and Subordinates
				1	TQM concepts: Quality Policy, Quality Management, Quality system

				1	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment (PPE)
8.	Chapter-8	6	13	<b>KNOW THE GENERAL SAFETY RULES</b>	
				1	Intellectual property rights(IPR)
				1	Patents
				1	Trademarks
			1	Copyrights	
			14	1	Features of Factories Act 1948 with amendments
				1	Features of payment of wages Act 1936
9.	Chapter-9	6	14	<b>KNOW ABOUT IOT AND ITS APPLICATIONS IN SMART ENVIRONMENT</b>	
				1	Concepts of IOT & how it works
				1	Components of IOT
			15	1	Characteristics of IOT
				1	Categories of IOT
				1	Applications of IOT (smart cities, Smart transportation, Smart home)
				1	Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.