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| **JHARSUGUDA ENGINEERING SCHOOL,JHARSUGUDA TH.1 ENTREPRENEURSHIP AND MANAGEMENT AND SMART TECHNOLOGY BY SOURAV KU. MISHRA** **LESSON PLAN****SESSION-2023-24** |
| **Sl.****No.** | **Chapter** | **Hours** | **WEEK** | **Lecture No.** | **Topic to be covered** |
| 1. | Chapter-1 | 10 | 1 |  | **KNOW ABOUT ENTREPRENEURSHIP, TYPES OF INDUSTRIES AND STARTUPS** |
| 1 | Concept/ meaning of entrepreneurship |
| 1 | Need of Entrepreneurship |
| 1 | Characteristics and Functions of entrepreneurs |
| 1 | Qualities and Types of entrepreneurs |
| 2 | 1 | Barriers inentrepreneurship |
| 1 | Barriers inentrepreneurship |
| 1 | Forms of Business Ownership : Sole proprietorship, partner ship for ms and others |
| 1 | Types of Industries, Concept of Start-ups |
| 3 | 1 | Entrepreneurial support agencies at National, State, District Level (Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc. |
| 1 | TechnologyBusinessIncubators(TBI)andScienceandTechnologyEntrepreneurParks |
| 2. | Chapter-2 | 8 | 4 |  | **KNOW ABOUT VARIOUS TYPES SCHEMES OF ASSISTANCE BY ENTREPRENEURIAL SUPPORT AGENCIES** |
| 1 | Business Planning |
| 1 | SSI, Ancillary Units |
| 1 | Tiny Units, Service sector Units |
| 1 | Time schedule Plan |
| 5 | 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 |  | **CONDUCT MARKET SURVEY** |
| 1 | Preliminary project report |
| 1 | Detailed project report |
| 1 | Techno economic Feasibility |
| 1 | Project Viability |
| 4. | Chapter-4 | 4 | 7 |  | **PREPARE PROJECT REPORT** |
| 1 | Definitions of management |
| 1 | Principles of management |
| 1 | Functionsofmanagement(planning,organizing,staffing,directingandcontrollingetc.) |
| 1 | Level of Management in an Organization |
| 5. | Chapter-5 | 10 |  |  | **KNOW THE MANAGEMENT PRINCIPLES AND FUNCTIONAL AREAS OF MANAGEMENT** |
| 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 | Break even analysis |
| BriefideaaboutAccountingTerminologies:BookKeeping,Journalentry,PettyCash book, P&L Accounts, Balance Sheets |
| 1 | Concept of Marketing and Marketing Management |
| 1 | Marketing Techniques (only concepts) |
| 1 | Concept of4Ps(Price, Place, Product, Promotion) |
| 10 | 1 | Human Resource Management, Functions of Personnel Management |
| 1 | ManpowerPlanning,Recruitment,Sourcesofmanpower,Selectionprocess,MethodofTesting,Methods of Training & Development, Payment of Wages |
| 6. | Chapter-6 | 6 | 10 |  | **INCULCATE LEADERSHIP QUALITIES TO MOTIVATE SELF AND OTHERS** |
| 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 |

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| 7. | Chapter-7 | 4 | 12 |  | **MAINTAINANDBE A PART OF HEALTHY WORK CULTURE IN AN ORGANISATION AND USE MODERN CONCEPTS LIKE TQM** |
| 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 |  | **KNOW THE GENERAL SAFETY RULES** |
| 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 |  | **KNOW ABOUT IOT AND ITS APPLICATIONS IN SMART ENVIRONMENT** |
| 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. |