

Discipline: Mechanical Engg Subject: ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY		Lesson Plan for ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY , 5th Sem. Mechanical Engg. (2021-2022)	Semester: 5th Name of the Teaching Faculty: B.SIVA SANKAR ACHARYA
		No. of Days/ week class allotted=4	Semester From Date: 1.10.2021 To date : 18.1.2022
WEEK	PERIOD	TOPICS TO BE COVERED	
01	01	INTRODUCTION TO SUBJECT	
	02	Concept /Meaning of Entrepreneurship	
	03	Need of Entrepreneurship, Characteristics, Qualities and Types of entrepreneur, Functions	
	04	Characteristics, Qualities and Types of entrepreneur, Functions	
02	01	Differentiate between cold rolling and hot rolling process.	
	02	Barriers in entrepreneurship	
	03	Entrepreneurs vrs. Manager	
	04	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
03	01	Types of Industries, Concept of Start-ups	
	02	SIDBI, NABARD, Commercial Banks, KVIC etc	
	03	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
	04	Business Planning	
04	01	SSI, Ancillary Units, Tiny Units, Service sector Units	
	02	Time schedule Plan, Agencies to be contacted for Project Implementation	
	03	Assessment of Demand and supply and Potential areas of Growth	
	04	Identifying Business Opportunity	
05	01	Revision Class	
	02	Doubt Class	
	03	Preliminary project report	
	04	Detailed project report, Techno economic Feasibility	
06	01	Project Viability	
	02	Definitions of management	
	03	Principles of management	
	04	Functions of management (planning, organising, staffing, directing and controlling etc.)	
07	01	Level of Management in an Organisation	
	02	Production management	
	03	Inventory Management	
	04	Need for Inventory management, Models/Techniques of Inventory management	
08	01	Functions of Financial management, Management of Working capital	
	02	Costing (only concept), Break even Analysis	
	03	Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty	

		Cash book, P&L Accounts, Balance Sheets(only Concepts)
09	04	Functions of Personnel Management
	01	Concept of Marketing and Marketing Management, Marketing Techniques, Concept of 4Ps (Price, Place, Product, Promotion)
	02	Manpower Planning, Recruitment, Sources of manpower
	03	Selection process, Method of Testing
	04	, Methods of Training & Development, Payment of Wages
10	01	Leadership, Definition and Need/Importance
	02	Qualities and functions of a leader, Manager Vs Leader
	03	Style of Leadership (Autocratic, Democratic, Participative)
	04	Motivation, Definition and characteristics, Importance of motivation
11	01	Factors affecting motivation, Theories of motivation (Maslow)
	02	Methods of Improving Motivation, Importance of Communication in Business
	03	Types and Barriers of Communication
	04	Work Culture, TQM & Safety
12	01	Human relationship and Performance in Organization - Relations with Peers, Superiors and Subordinates
	02	TQM concepts: Quality Policy, Quality Management, Quality system
	03	Accidents and Safety, Cause, preventive measures
	04	, General Safety Rules, Personal Protection Equipment (PPE)
13	01	Intellectual Property Rights (IPR), Patents, Trademarks, Copyrights
	02	Features of Factories Act 1948 with Amendment (only salient points)
	03	Features of Payment of Wages Act 1936 (only salient points)
	04	Concept of IOT, How IOT works
14	01	Components of IOT, Characteristics of IOT, Categories of IOT
	02	Applications of IOT - Smart Cities, Smart Transportation
	04	Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management
	05	Revision Class
15	01	Doubt Class
	02	Previous year question discussion
	03	Previous year question discussion

B. Shiva Sankar Acharya

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1-10-27

Lecturer in Mechanical
HOD MECHANICAL
GOCP POLYTECHNIC MANDHAMAL
PHULBANI