

**Lesson Plan for  
ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY**

**5th Sem. Mechanical Engg. (2022)**

<b>Discipline:</b> Mechanical Engg	<b>Semester:</b> 5th	<b>Name of the Teaching Faculty:</b> P.R SAMANTRAY
<b>Subject:</b> <b>ENTREPRENEURSHIP and MANAGEMENT &amp; SMART TECHNOLOGY</b>	No. of Days/ week class allotted=4	Semester From date: 15.09.2022 To Date: 22.12.2022 No. of Weeks:
<b>WEEK</b>	<b>PERIOD</b>	<b>TOPICS TO BE COVERED</b>
01		<b>INTRODUCTION TO SUBJECT</b>
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		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		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		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		Revision Class
02		Doubt Class
03		Preliminary project report
04		Detailed project report, Techno economic Feasibility
06		Project Viability
02		Definitions of management
03		Principles of management
04		Functions of management (planning, organising, staffing, directing and controlling etc.)
07		Level of Management in an Organisation
02		Production management
03		Inventory Management
04		Need for Inventory management, Models/Techniques of Inventory management
08		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, Pett

		Cash book, P&L Accounts, Balance Sheets(only Concepts)
	04	Functions of Personnel Management
09	01	Concept of Marketing and Marketing Management, Marketing Techniques, Concept of 4P's (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
	01	Leadership, Definition and Need/Importance
10	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
	01	Factors affecting motivation, Theories of motivation (Maslow)
11	02	Methods of Improving Motivation, Importance of Communication in Business
	03	Types and Barriers of Communication
	04	Work Culture, TQM & Safety
	01	Human relationship and Performance in Organization · Relations with Peers, Superiors and Subordinates
12	02	TQM concepts: Quality Policy, Quality Management, Quality system
	03	Accidents and Safety, Cause, preventive measures
	04	, General Safety Rules, Personal Protection Equipment(PPE)
	01	Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
13	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
	01	Components of IOT, Characteristics of IOT, Categories of IOT
14	02	Applications of IOT- Smart Cities, Smart Transportation
	04	Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management
	05	Revision Class
	01	Doubt Class
15	02	Previous year question discussion
	03	Previous year question discussion

P. R. Samantaray  
Concerned faculty

P. R. Samantaray,  
HOD 2019/22

Govt. Polytechnic Kandhamal

Principal  
Govt. Polytechnic Kandhamal  
Phulbani