

**GOVERNMENT POLYTECHNIC JAJPUR**

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**DEPARTMENT OF CIVIL ENGINEERING**

**LESSON PLAN**

<b>Discipline: Civil Engg.</b>	<b>Semester: 5th</b>	<b>Name of the Teaching faculty: Sushree Souravi Rout</b>
<b>Subject:</b> ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY <b>Th-1</b>	<b>No of Days/Week class allotted: 4</b>	<b>Semester from Date: 01.08.2023 To Date:22.12.2022</b> <b>No of weeks: 15</b>
<b>Week</b>	<b>Class Day</b>	<b>Topics</b>
1st	1st	<b>Entrepreneurship</b> <input type="checkbox"/> Concept /Meaning of Entrepreneurship
	2nd	Need of Entrepreneurship
	3rd	Characteristics, Qualities and Types of entrepreneur, Functions
	4th	Barriers in entrepreneurship
2nd	1st	Entrepreneurs vrs. Manager
	2nd	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	3rd	Types of Industries, Concept of Start-ups
	4th	Entrepreneurial support agencies at National, State, District Level( Sources):
3rd	1st	DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc
	2nd	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	3rd	<b>Market Survey and Opportunity Identification (Business Planning)</b> <input type="checkbox"/> Business Planning
	4th	SSI, Ancillary Units, Tiny Units, Service sector Units
4th	1st	Time schedule Plan, Agencies to be contacted for Project Implementation
	2nd	Time schedule Plan, Agencies to be contacted for Project Implementation
	3rd	Assessment of Demand and supply and Potential areas of Growth
	4th	Assessment of Demand and supply and Potential areas of Growth
5th	1st	Identifying Business Opportunity
	2nd	Final Product selection
	3rd	<b>Project report Preparation</b> <input type="checkbox"/> Preliminary project report
	4th	problem
6th	1st	Detailed project report, Techno economic Feasibility
	2nd	Detailed project report, Techno economic Feasibility
	3rd	Project Viability
	4th	<b>Management Principles</b> <input type="checkbox"/> Definitions of managem
7th	1st	Principles of management

	2nd	Functions of management (planning, organising, staffing, directing and controlling etc.)
	3rd	Functions of management (planning, organising, staffing, directing and controlling etc.)
	4th	Level of Management in an Organisation
8th	1st	<b>Functional Areas of Management</b> a) Production management <input type="checkbox"/> Functions, Activities <input type="checkbox"/> Productivity
	2nd	Quality control <input type="checkbox"/> Production Planning and control
	3rd	Inventory Management <input type="checkbox"/> Need for Inventory management
	4th	Models/Techniques of Inventory management
9th	1st	Financial Management <input type="checkbox"/> Functions of Financial management <input type="checkbox"/> Management of Working capital <input type="checkbox"/> Costing (only concept)
	2nd	Break even Analysis <input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	3rd	Marketing Management <input type="checkbox"/> Concept of Marketing and Marketing Management <input type="checkbox"/> Marketing Techniques (only concepts)
	4th	Concept of 4P s (Price, Place, Product, Promotion)
10th	1st	Human Resource Management <input type="checkbox"/> Functions of Personnel Management
	2nd	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	3rd	<b>Leadership and Motivation</b> a) Leadership <input type="checkbox"/> Definition and Need/Importance <input type="checkbox"/> Qualities and functions of a leader <input type="checkbox"/> Manager Vs Leader
	4th	Style of Leadership (Autocratic, Democratic, Participative)
11th	1st	Motivation <input type="checkbox"/> Definition and characteristics <input type="checkbox"/> Importance of motivation
	2nd	Factors affecting motivation <input type="checkbox"/> Theories of motivation (Maslow)
	3rd	Methods of Improving Motivation <input type="checkbox"/> Importance of Communication in Busines
	4th	Types and Barriers of Communication
12th	1st	<b>Work Culture, TQM &amp; Safety</b> <input type="checkbox"/> Human relationship and Performance in Organization
	2nd	Relations with Peers, Superiors and Subordinates
	3rd	TQM concepts: Quality Policy, Quality Management, Quality system

	4th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
13th	1st	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	2nd	<b>Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3rd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	4th	b) Features of Factories Act 1948 with Amendment (only salient points)
14th	1st	b) Features of Factories Act 1948 with Amendment (only salient points)
	2nd	c) Features of Payment of Wages Act 1936 (only salient points)
	3rd	c) Features of Payment of Wages Act 1936 (only salient points)
	4th	<b>Smart Technology</b> □ Concept of IOT, How IOT works
15th	1st	Components of IOT, Characteristics of IOT, Categories of IOT
	2nd	Components of IOT, Characteristics of IOT, Categories of IOT
	3rd	Applications of IOT- Smart Cities, Smart Transportation, Smart Home
	4th	Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
16th	1st	REVISION

**LearningResources:**

Sl No.	Author Name	Name of the Book
1	R.K Singhal, Katson Books., New Delhi	Entrepreneurship Development and Management
2	O.P Khanna ,Dhanpat Rai and Sons	Industrial Engineering and Management
3	Jeeva Jose, Khanna Publications, New Delhi	Internet of Things

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FACULTY SIGNATURE