

Badriprasad Institute of Technology, Sambalpur

Lesson plan for Theory -1, Entrepreneurship & Management & Smart Technology

Semester & Branch : 5th Sem Civil Engineering

Total Periods-60

Name of the faculty : Soumya Prakash Sahoo

No of periods /week-4

WEEK	CLASS DAY	THEORY TOPICS
1ST	1ST	Entrepreneurship 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): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
3RD	1ST	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	2ND	Market Survey and Opportunity Identification (Business Planning) Business Planning
	3RD	SSI, Ancillary Units, Tiny Units, Service sector Units
	4TH	Time schedule Plan, Agencies to be contacted for Project Implementation
4TH	1ST	Assessment of Demand and supply and Potential areas of Growth
	2ND	Identifying Business Opportunity
	3RD	Final Product selection
	4TH	Project report Preparation Preliminary project report
5TH	1ST	Detailed project report, Techno economic Feasibility
	2ND	Project Viability
	3RD	Management Principles Definitions of management
	4TH	Principles of management
6TH	1ST	Functions of management (planning, organising, staffing, directing and controlling etc.)
	2ND	Level of Management in an Organisation
	3RD	Functional Areas of Management a) Production management
		Functions, Activities
	4TH	Productivity
7TH	1ST	Quality control
	2ND	Production Planning and control
	3RD	b) Inventory Management Need for Inventory management
		4TH

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8TH	1ST	c) Financial Management Functions of Financial management
	2ND	Management of Working capital
	3RD	Costing (only concept)
	4TH	Break even Analysis
9TH	1ST	Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	2ND	d) Marketing Management Concept of Marketing and Marketing Management
	3RD	Marketing Techniques (only concepts)
	4TH	Concept of 4P s (Price, Place, Product, Promotion)
10TH	1ST	e) Human Resource Management Functions of Personnel Management
	2ND	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	3RD	Leadership and Motivation a) Leadership Definition and Need/Importance
	4TH	Qualities and functions of a leader
11TH	1ST	Manager Vs Leader
	2ND	Style of Leadership (Autocratic, Democratic, Participative)
	3RD	b) Motivation Definition and characteristics
	4TH	Importance of motivation
12TH	1ST	Factors affecting motivation
	2ND	Theories of motivation (Maslow)
	3RD	Methods of Improving Motivation
	4TH	Importance of Communication in Business
13TH	1ST	Types and Barriers of Communication
	2ND	Work Culture, TQM & Safety Human relationship and Performance in Organization
	3RD	Relations with Peers, Superiors and Subordinates
	4TH	TQM concepts: Quality Policy, Quality Management, Quality system
14TH	1ST	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	2ND	Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights

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	3RD	b) Features of Factories Act 1948 with Amendment (only salient points)
	4TH	c) Features of Payment of Wages Act 1936 (only salient points)
15TH	1ST	Smart Technology
		Concept of IOT, How IOT works
	2ND	Components of IOT, Characteristics of IOT, Categories of IOT
	3RD	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare,
	4TH	Smart Industry, Smart Agriculture, Smart Energy Management etc

Sign of Faculty

Sign of HOD