



NILASAILA INSTITUTE OF SCIENCE & TECHNOLOGY
SERGARH-756060, BALASORE (ODISHA)
(Approved by AICTE & affiliated to SCTE & VT, Odisha)



LESSON PLAN

SUBJECT: ENTREPRENEURSHIP AND MANAGEMENT & SMART TECHNOLOGY (TH-1)

Name Of The Faculty :- Mr. M D MANZUR

Branch :- Civil ENGG

Session :- 2024-25

Semester :- 5th

Examination :- 2024 (W)

CHAPTER WISE DISTRIBUTION OF PERIODS

Sl.No.	Name of the chapter as per the Syllabus	No. of Periods as per the Syllabus	No. of periods actually needed
1	Entrepreneurship	10	12
2	Market Survey and Opportunity Identification (Business Planning)	8	8
3	Project report Preparation	4	6
4	Management Principles	5	7
5	Functional Areas of Management	10	14
6	Leadership and Motivation	6	7
7	Work Culture, TQM & Safety	5	6
8	Legislation	6	7
9	Smart Technology	6	7
	TOTAL	60	74

M.D. Manzur
25.06.2024
Sign of Faculty

W. P. Singh
28.06.2024
Sign of H.O.D



Discipline: Civil ENGG	Semester: 5th	Name of the Teaching Faculty: Er.M D MANZUR	
		SESSION : 2024-25	EXAMINATION : 2024 (W)
Week	Class Day	Topics to be Covered	
1 st	1 st	1. Entrepreneurship Concept /Meaning of Entrepreneurship	
	2 nd	Need of Entrepreneurship	
	3 rd	Characteristics, Qualities and Types of entrepreneur, Functions	
	4 th	Characteristics, Qualities and Types of entrepreneur, Functions	
2 nd	1 st	Characteristics, Qualities and Types of entrepreneur, Functions	
	2 nd	Barriers in entrepreneurship	
	3 rd	Entrepreneurs vrs. Manager	
	4 th	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
3 rd	1 st	Types of Industries, Concept of Start-ups	
	2 nd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 rd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	4 th	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
4 th	1 st	2. Market Survey and Opportunity Identification (Business Planning Business Planning	
	2 nd	SSI, Ancillary Units, Tiny Units, Service sector Units	
	3 rd	SSI, Ancillary Units, Tiny Units, Service sector Units	
	4 th	Time schedule Plan, Agencies to be contacted for Project Implementation	
5 th	1 st	Time schedule Plan, Agencies to be contacted for Project Implementation	
	2 nd	Assessment of Demand and supply and Potential areas of Growth	
	3 rd	Identifying Business Opportunity	
	4 th	Final Product selection	
6 th	1 st	3. Project report Preparation Preliminary project report	
	2 nd	Detailed project report, Techno economic Feasibility	
	3 rd	Detailed project report, Techno economic Feasibility	
	4 th	Detailed project report, Techno economic Feasibility	
7 th	1 st	Detailed project report, Techno economic Feasibility	
	2 nd	Project Viability	

7 th	3 rd	4. Management Principles Definitions of management
	4 th	Principles of management
8 th	1 st	Principles of management
	2 nd	Principles of management
	3 rd	Functions of management (planning, organising, staffing, directing and controlling etc.)
	4 th	Functions of management (planning, organising, staffing, directing and controlling etc.)
9 th	1 st	Level of Management in an Organisation
	2 nd	5. Functional Areas of Management a) Production management Functions, Activities Productivity
	3 rd	INTERNAL EXAM
	4 th	INTERNAL EXAM
10 th	1 st	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	2 nd	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	3 rd	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	4 th	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
11 th	1 st	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	2 nd	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	3 rd	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	4 th	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
12 th	1 st	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	2 nd	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	3 rd	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	4 th	6. Leadership and Motivation a) Leadership Definition and Need/Importance

13 th	1 st	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	2 nd	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	3 rd	b) Motivation Definition and characteristics Importance of motivation
	4 th	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
14 th	1 st	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
	2 nd	Importance of Communication in Business Types and Barriers of Communication
	3 rd	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	4 th	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
15 th	1 st	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	2 nd	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	3 rd	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	4 th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
16 th	1 st	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 nd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3 rd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	4 th	b) Features of Factories Act 1948 with Amendment (only salient points)
17 th	1 st	b) Features of Factories Act 1948 with Amendment (only salient points)
	2 nd	c) Features of Payment of Wages Act 1936 (only salient points)
	3 rd	c) Features of Payment of Wages Act 1936 (only salient points)
	4 th	9. Smart Technology Concept of IOT, How IOT works

18 th	1 st	Concept of IOT, How IOT works
	2 nd	Components of IOT, Characteristics of IOT, Categories of IOT
	3 rd	Components of IOT, Characteristics of IOT, Categories of IOT
	4 th	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.

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