



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 :-Er ANJARUS SWALEHIN**

**Branch :-ELECTRICAL ENGG**

**Semester :- 5th**

**Session :-2024-25**

**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

Sign of Faculty

Sign of H.O.D

Discipline: ELECTRICAL ENGG	Semester: 5th	Name of the Teaching Faculty: Er ANJARUS SWALEHIN	
		SESSION : 2024-25	EXAMINATION : 2024 (W)
Week	Class Day	Topics to be Covered	
1 <sup>st</sup>	1 <sup>st</sup>	<b>1. Entrepreneurship</b> Concept /Meaning of Entrepreneurship	
	2 <sup>nd</sup>	Need of Entrepreneurship	
	3 <sup>rd</sup>	Characteristics, Qualities and Types of entrepreneur, Functions	
	4 <sup>th</sup>	Characteristics, Qualities and Types of entrepreneur, Functions	
2 <sup>nd</sup>	1 <sup>st</sup>	Characteristics, Qualities and Types of entrepreneur, Functions	
	2 <sup>nd</sup>	Barriers in entrepreneurship	
	3 <sup>rd</sup>	Entrepreneurs vrs. Manager	
	4 <sup>th</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
3 <sup>rd</sup>	1 <sup>st</sup>	Types of Industries, Concept of Start-ups	
	2 <sup>nd</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 <sup>rd</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	4 <sup>th</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
4 <sup>th</sup>	1 <sup>st</sup>	<b>2. Market Survey and Opportunity Identification (Business Planning)</b> Business Planning	
	2 <sup>nd</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units	
	3 <sup>rd</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units	
	4 <sup>th</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation	

Week	Class Day	Topics to be Covered
5 <sup>th</sup>	1 <sup>st</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation
	2 <sup>nd</sup>	Assessment of Demand and supply and Potential areas of Growth
	3 <sup>rd</sup>	Identifying Business Opportunity
	4 <sup>th</sup>	Final Product selection
6 <sup>th</sup>	1 <sup>st</sup>	<b>3. Project report Preparation</b> Preliminary project report
	2 <sup>nd</sup>	Detailed project report, Techno economic Feasibility
	3 <sup>rd</sup>	Detailed project report, Techno economic Feasibility
	4 <sup>th</sup>	Detailed project report, Techno economic Feasibility
7 <sup>th</sup>	1 <sup>st</sup>	Detailed project report, Techno economic Feasibility
	2 <sup>nd</sup>	Project Viability
	3 <sup>rd</sup>	<b>4. Management Principles</b> Definitions of management
	4 <sup>th</sup>	Principles of management
8 <sup>th</sup>	1 <sup>st</sup>	Principles of management
	2 <sup>nd</sup>	Principles of management
	3 <sup>rd</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)
	4 <sup>th</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)
9 <sup>th</sup>	1 <sup>st</sup>	Level of Management in an Organisation
	2 <sup>nd</sup>	<b>5. Functional Areas of Management</b> a) Production management Functions, Activities Productivity
	3 <sup>rd</sup>	INTERNAL EXAM
	4 <sup>th</sup>	INTERNAL EXAM



Week	Class Day	Topics to be Covered
10 <sup>th</sup>	1 <sup>st</sup>	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	2 <sup>nd</sup>	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	3 <sup>rd</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	4 <sup>th</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
11 <sup>th</sup>	1 <sup>st</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	2 <sup>nd</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	3 <sup>rd</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	4 <sup>th</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)

Week	Class Day	Topics to be Covered
12 <sup>th</sup>	1 <sup>st</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	2 <sup>nd</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	3 <sup>rd</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	4 <sup>th</sup>	<b>6. Leadership and Motivation</b> a) Leadership Definition and Need/Importance
13 <sup>th</sup>	1 <sup>st</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	2 <sup>nd</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	3 <sup>rd</sup>	b) Motivation Definition and characteristics Importance of motivation
	4 <sup>th</sup>	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
14 <sup>th</sup>	1 <sup>st</sup>	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
	2 <sup>nd</sup>	Importance of Communication in Business Types and Barriers of Communication
	3 <sup>rd</sup>	<b>7. Work Culture, TQM &amp; Safety</b> Human relationship and Performance in Organization
	4 <sup>th</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system

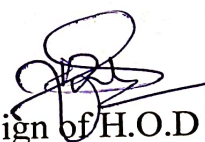
Week	Class Day	Topics to be Covered
15 <sup>th</sup>	1 <sup>st</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	2 <sup>nd</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	3 <sup>rd</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	4 <sup>th</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
16 <sup>th</sup>	1 <sup>st</sup>	<b>8. Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 <sup>nd</sup>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3 <sup>rd</sup>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	4 <sup>th</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)
17 <sup>th</sup>	1 <sup>st</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)
	2 <sup>nd</sup>	c) Features of Payment of Wages Act 1936 (only salient points)
	3 <sup>rd</sup>	c) Features of Payment of Wages Act 1936 (only salient points)
	4 <sup>th</sup>	<b>9. Smart Technology</b> Concept of IOT, How IOT works



Week	Class Day	Topics to be Covered
18 <sup>th</sup>	1 <sup>st</sup>	Concept of IOT, How IOT works
	2 <sup>nd</sup>	Components of IOT, Characteristics of IOT, Categories of IOT
	3 <sup>rd</sup>	Components of IOT, Characteristics of IOT, Categories of IOT
	4 <sup>th</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
19 <sup>th</sup>	1 <sup>st</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	2 <sup>nd</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.



Sign of Faculty



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